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NEWS RELEASE

TMC LIFE SCIENCES CONTINUES STRONG GROWTH MOMENTUM

TMCLS 1H FY2018 Group Net Profit & EBITDA increases 22% and 23% respectively

Kuala Lumpur, 30 April 2018 – TMC Life Sciences (TMCLS), a multidisciplinary healthcare company listed on the Main Market of Bursa Malaysia showed strong growth by delivering **14% increase in revenue to RM81 million** for the first half ended Feb 2018 compared to the corresponding period last year. This strong performance comes on the day that its parent company began officially trading as Thomson Medical Group Limited (SGX: A50) on the Singapore Stock Exchange.

2. For H1 FY2018, TMCLS registered a Net Profit and EBITDA of RM11 million and RM17 million respectively or a 22% and 23% increase, compared to H1 FY2017. Higher growth in profit after tax was mainly driven by resource optimisation which is evident by the increase in EBITDA margin from 19% to 21% compared to H1 2017.

3. The strong performance for the first half of 2018 has translated into an increase in Earnings per Share (EPS) by 23% to 0.64 sen.

Financial highlights

	Year-on-Year (Y-o-Y)		
Financial Performance	1H FY2017	1H FY2018	Increase
Revenue (RM'mil)	71.7	81.4	14%
EBITDA (RM'mil)	13.8	17.0	23%
(EBITDA margin)	(19%)	(21%)	
PAT (RM'mil)	9.0	11.0	22%
EPS (sen)	0.52	0.64	23%

4. Executive Director and Group CEO, Mr. Roy Quek, attributed the strong performance to the group's focus on delivering high quality medical and health services in a cost-efficient manner. "Our strong growth momentum is a result of our focus on resource optimisation and ensuring that our patients receive the best care at cost-efficient rates. Our doctors and staff all share our commitment to quality care

and service with our patients' well-being at the centre of all that we do," said Mr Quek.

5. On a year-on-year basis, TMCLS operational performance improved with notable increase in both outpatient and inpatient numbers at both Tropicana Medical Centre Kota Damansara (TMCKD) and TMC Fertility. Healthy growth of patient numbers was mainly driven by the expansion of new services comprising neurosurgery and neuro-interventional services, gastroenterology and digestive health services as cardiology and cardiothoracic surgeries.

6. Amidst market headwinds, fertility outpatient growth reflects strong growth in medical tourism and demand for fertility services in areas outside the Klang Valley.

Operational indicators

	Year-on-Year (Y-o-Y)		
Operational Performance	H1 FY2017	H1 FY2018	Increase
Outpatient Attendance	61,522	70,519	15%
Inpatient Admission	9,496	10,432	10%
Fertility OPD Attendance	20,713	23,170	12%

7. Construction work to expand TMCKD by 400 beds is on track and is expected to be completed by end-2020. Upon completion, TMCKD will have total GFA of 847,430 square feet, 600 beds, 10 operating theatres, 11 delivery suites, 2 catheterisation labs, 1,100 carpark bays and 154 outpatient clinics, making it the biggest General Hospital in one of the fastest growing middle class enclaves in the Klang Valley.

Please refer to **Annex** for more information.

ABOUT THOMSON MEDICAL GROUP LIMITED

Listed on the Mainboard of the Singapore Exchange, Thomson Medical Group Limited is one of Asia's largest healthcare players.

The Group's healthcare business includes **Thomson Medical** and **TMC Life Sciences Berhad**. Established in 1979, **Thomson Medical** is Singapore's largest private provider of healthcare services for women and children. It owns and operates

the iconic Thomson Medical Centre and a network of specialist medical clinics and facilities in Singapore. **TMC Life Sciences Berhad** is a multi-disciplinary healthcare company listed on Bursa Malaysia. It operates Tropicana Medical Centre, a tertiary hospital located in Kota Damansara, and the award-winning TMC Fertility Centre which is the industry leader in assisted reproduction in Malaysia. TMC Life Sciences also owns Thomson Iskandar Medical Hub, which is adjacent to Vantage Bay Healthcare City in Iskandar Malaysia. Sited on freehold waterfront land in Johor Bahru's City Centre, **Vantage Bay Healthcare City** is conceived as a first-of-its-kind integrated medical, education and wellness hub.

The Group also has a multi-disciplinary real estate business that encompasses design and engineering, hospitality, and property development and investment, which are housed under **RSP Holdings**. The design and engineering business includes **RSP Architects Planners & Engineers**, an established architectural practice with over 60 years of experience and expertise in architecture, engineering, master planning, urban design and interior design. **Squire Mech**, a leading mechanical and electrical engineering consultancy, and **AC Consortium**, a market leader in industrial building design, are also part of the design and engineering business. The Group has a joint venture agreement to develop **St. Michael's**, a landmark mixed-use development in Manchester, United Kingdom. Our hospitality businesses comprise Hotel Football, Cafe Football, Stock Exchange Hotel, as well as **GG Hospitality** and **Ariva Hospitality** which provide hospitality management services in the United Kingdom and Asia respectively.

For more information, please visit: www.thomsonmedicalgroup.com

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Tropicana Medical Centre, Kota Damansara ('TMCKD')

- TMCKD is the FIRST hospital in Malaysia to be accredited with Malaysian Society for Quality in Health (MSQH) FOUR (4) years 5th Edition Standard
- New Consultants:
 - Dr Mohd Redzuan bin Ismail, Consultant Radiologist & Interventional Neuroradiology;
 - Dr Mohamad Arif bin Mohammad Nor, Cardiothoracic Surgeon;
 - Dr See Beng Teong, Consultant Paediatrician;
 - Dr Achdiat Mahpha Fansuri, Consultant Orthopaedic Surgery;
 - Dato' Dr Noor Zalmy Azizan, Consultant Dermatologist;
 - Dr Kartini binti Abdul Jabar, Consultant Clinical Microbiologist
 - Dr Shanthi Ratnam, Consultant Intensivist;
 - Dato Dr Mohd Hamzah bin Kamarulzaman, Cardiovascular and Thoracic Surgery;
 - Dr Paul Ng, Consultant Obstetrician & Gynaecologist (Gynae-Oncology); and
 - Datin Dr Meera Thalayasingam, Consultant Allergist & Immunologist.
- New equipment - Vascular and Interventional Radiology (VIR): Philips Allura Clarity Xper FD20/20 Biplane Neuro X-ray System
 - i. Provides minimally invasive image-guided diagnosis, faster screening time, excellent image quality, better accuracy with 3D imaging functionality in performing full neurology intervention (coiling & stenting)
 - ii. Cornerstone to support growth of new neuro-intervention services to improve quality of care for acute neurological cases such as stroke
- New equipment - Siemens Magnetom Avanto Fit
 - i. Delivers better quality images with faster scanning time, improving throughput of patients

Expansion Plans



Bird-eye view of TMCKD upon completion in 2020



Close-up view of the new building



Piling works in progress

TMC Fertility Centre ('TMCFC')

Background

Beginning in 1994 as a clinic, TMCFC has since evolved into a full-fledged fertility treatment centre with a network of 6 centres nationwide. As one of the pioneers and leaders in Malaysia's fertility industry, TMC Fertility has chalked a commendable list of achievements, namely,

- First centre to offer Pre-Implantation Genetic Screening services in 2003
- First centre to offer full chromosome screening using microarray CGH in Australasia in 2010 and started offering NGS technology in 2017
- One of the largest laboratories in South East Asia and one of the first laboratories in Malaysia to be certified by the Reproductive Technology Accreditation Committee
- 2016 and 2017 winners of "International Fertility Clinic of The Year" by IMTJ; "Malaysia Fertility Centre of the Year" by Frost & Sullivan; "Fertility Service Provider of the Year" by Global Health & Travel; among others
- Listed in the Malaysia Book of Records for the 'Highest Number of IVF Babies Produced by A Single IVF Practice' in 2013
- Over 5,000 IVF babies produced to date and counting

At TMC Fertility, our dedicated team of specialists, scientists, international patient liaison makes each of our patient's journey, our journey.

Accreditations

TMC Fertility's laboratory is one of the first in Malaysia to be certified by the Reproductive Technology Accreditation Committee (RTAC) for having achieved its international benchmark in reproductive medicine. RTAC is the accreditation arm of The Fertility Society of Australia (FSA); the peak body for reproductive medicine in Australia and New Zealand.



Awards

1. 2013 Malaysia Book of Records for the 'Highest Number of IVF Babies Produced by a Single IVF Practice' – 3,210 IVF Babies
2. 2016 & 2017 “Best Fertility Centre” by Frost & Sullivan Malaysia
3. 2016 & 2017 “International Fertility Clinic of the Year” by International Medical Travel Journal (IMTJ)
4. 2016 & 2017 “Fertility Service Provider of the Year” by Global Health & Travel (GHT)
5. 2017 Urban Health’s Top Choice Award
6. 2018 Malaysia Health & Wellness Brand Award by Sin Chew Media Group

Shortlisted Awards 2018 (awaiting announcement of winners by organisers)

1. “International Fertility Clinic of the Year” by International Medical Travel Journal (IMTJ)
2. “Best Quality Initiative” by International Medical Travel Journal (IMTJ)
3. “Women’s Health and Wellness Service Provider of the Year” by Global Health & Travel (GHT)
4. “Fertility Service Provider of the Year” by Global Health & Travel (GHT)

TMCFC (updates)

1. As part of future expansion plans and to better serve patients and offer a wider range of services, TMC Fertility will be opening a new full-fledged centre at The Curve, Mutiara Damansara.
2. TMC Fertility's 6th branch opened its doors in Ipoh in February 2017.
3. To date, TMC Fertility has 12 fertility specialists and the team of embryologists consists of 13 highly qualified scientists. Since inception, TMC Fertility has successfully helped couples to conceive more than 5,000 IVF babies through various assisted reproductive techniques. TMC Fertility Johor Bahru recently celebrated 1,000 IVF babies in August 2017.
4. Pre-Implantation Genetic testing services was previously available only in the headquarters in Kota Damansara. The service is now also offered in Ipoh, Penang and Johor Bahru branches.
5. Beginning 2016, TMC Fertility collaborated with Victoria Hospital, Myanmar to provide monthly fertility clinic sessions for the hospital's patients. The shared care programme involves stimulation in patient's home country before arrival in TMC Fertility for the IVF procedure.

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