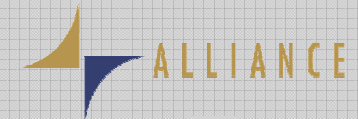


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- This presentation, for the purpose of investors' briefing to be held on 11 September 2020, should be read in conjunction with the offer document issued by the Company dated 29 May 2019 and the announcements released by the Company on the SGXNET including the Group's last annual report for its financial year ended 30 June 2019 and its results announcement dated 27 August 2020 for the financial year ended 30 June 2020.
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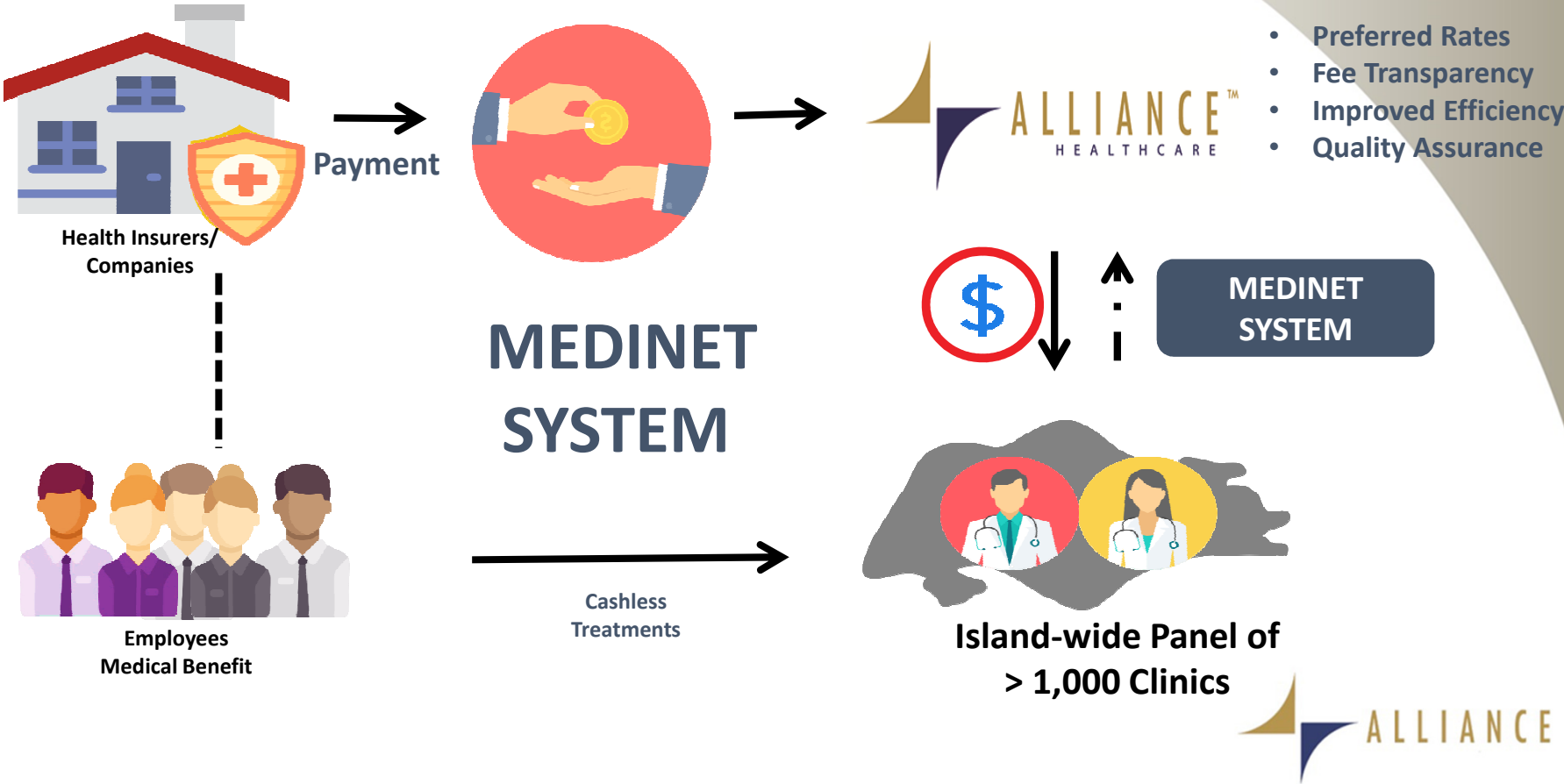


# Transforming The Delivery of Healthcare Services

1 Group | 5 Business Segments



# Managed Healthcare Solutions: How Does It Work?

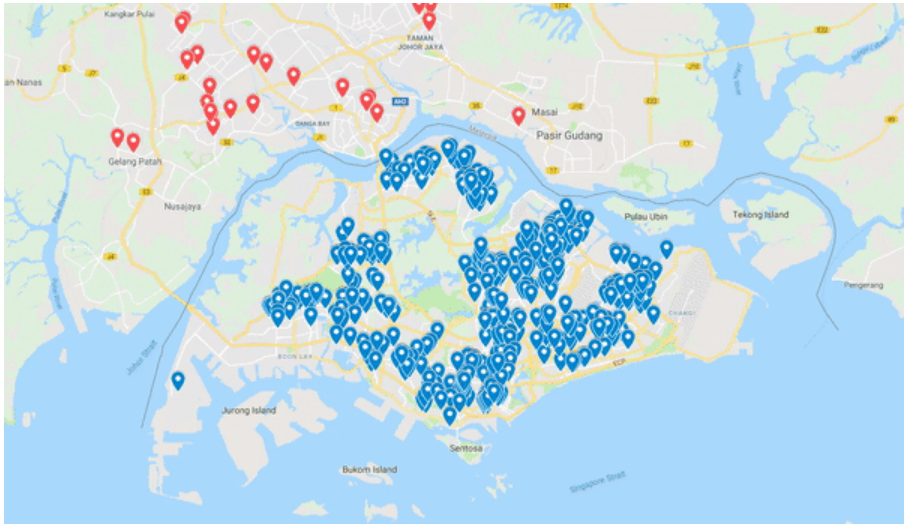


# Managed Healthcare Solutions : Alliance Healthcare Network



**>1,000 Medical Services Providers**

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



\*Cashless facilities  
<sup>^</sup>Government restructured hospital



# Managed Healthcare Solutions: Business Growth



Appointed by  
**9** Insurers in Singapore



Entered into arrangements with  
over **^3,000** corporations



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



*\*Awarded in December 2019  
^ As at 30 April 2020*

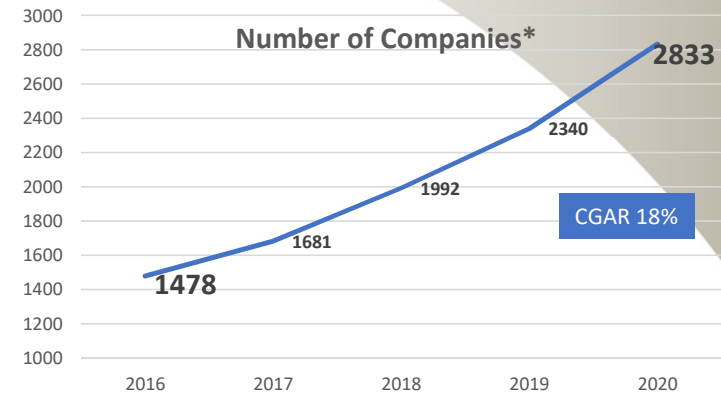


# Managed Healthcare Solutions: Business Growth

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 **38 Public Healthcare Institutions**

Wins contract to provide medical services to **SMRT Corporation & its affiliates**



\* As at 31 January 2020





# Key Developments



Alliance MediNet and Inova Care enter into exclusive regional collaboration to explore opportunities







Healthcare Within  
Reach



Medical Care @  
Dormitories



COVID-19 Swab  
Test



Hospital Discharge Planning



Home Chemotherapy



Home Medical



Home Nursing

# Case Study: Cost Effectiveness of Home Care

## Patient's profile:



68 years old  
Female



Haemorrhagic  
Stroke



- Feeding: NG Tube
- Continance Status: Incontinent, on indwelling catheter and diaper
- Mobility Status: Bed bound

### Hospitalisation at Private Hospital

- Average daily cost: \$1,500
- 30 days admission where care can be provided at home:  
 $\$1,500 \times 30 \text{ days} = \$45,000$

### Home Care treatment

- Monthly cost for home care including domestic helper < **\$9,500**

- ✓ Monthly Cost Saving of **\$32,080** (\$45,000 - \$9,500)
- ✓ Patient enjoys better personalized care in the comfort of a home



## HeyAlly App Features



AllyTele



Clinic Locator



E-Payment



Health News



Health Vouchers

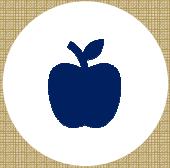


AllyRewards



## AllyCare Program

### AllyTele Advisory



1. Staying  
Healthy



2. Finding Correct Treatment



3. Recover From  
Home

### Ally Network



GP, SP, TCM, Dental,  
Physiotherapy



Health Screening  
Centre



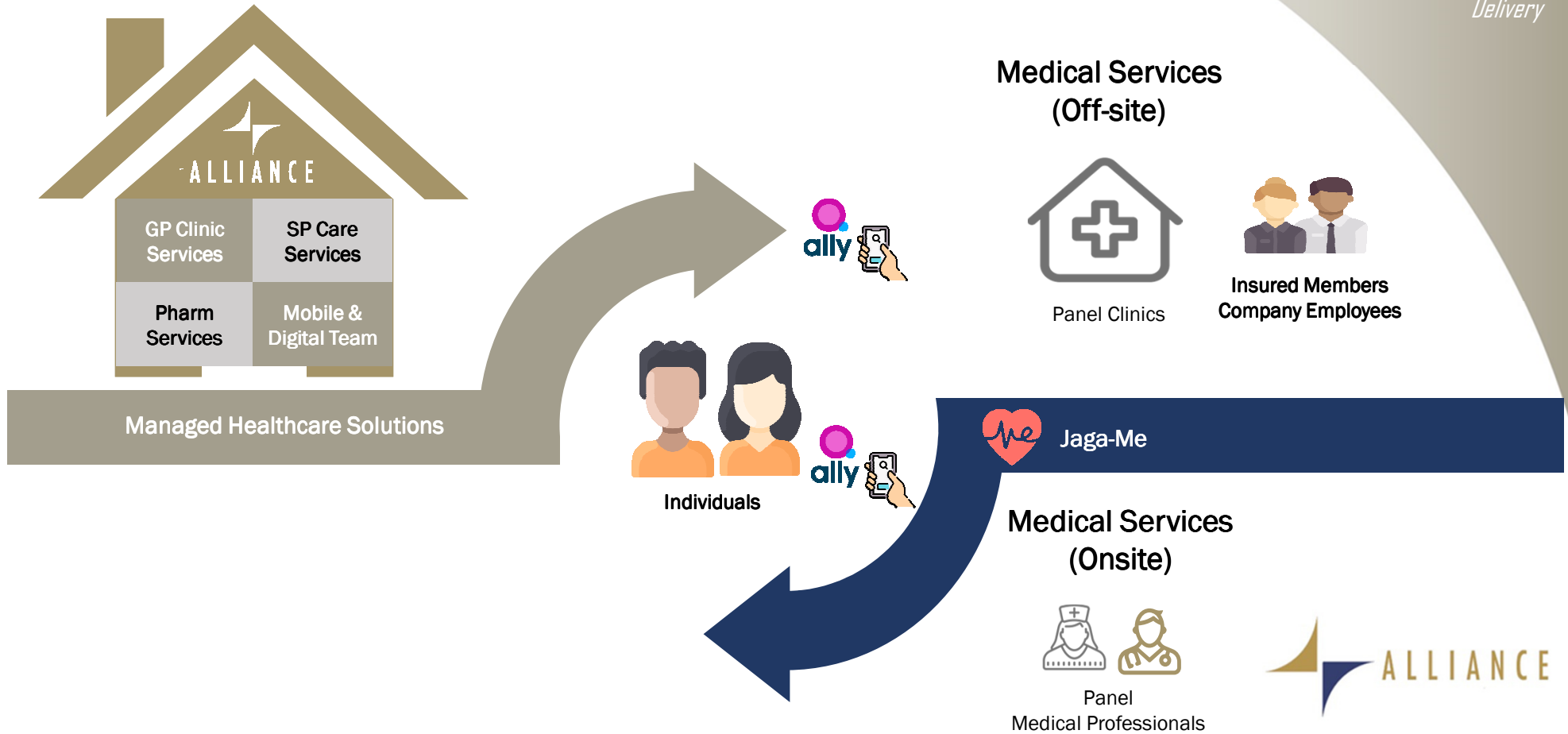
Home Nursing Team



**Collaboration Agreement Between Alliance  
Healthcare Ltd and DBS Ltd**  
– 8 September 2020

# Alliance Healthcare Group

*Transforming  
Healthcare  
Delivery*



*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".*

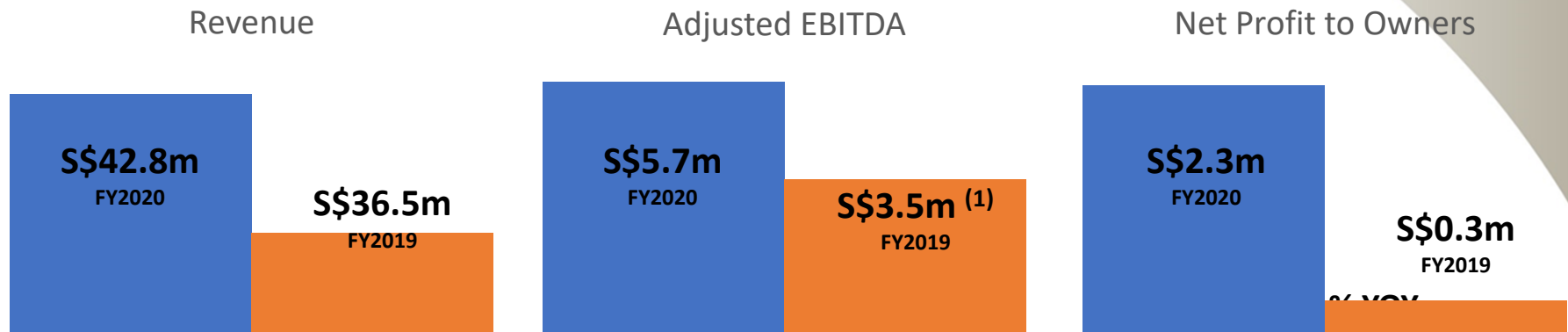
# FINANCIAL HIGHLIGHTS

## DEFINITIONS

*"FY2017": Financial year ended 30 June 2017  
"FY2018": Financial year ended 30 June 2018  
"FY2019": Financial year ended 30 June 2019  
"FY2020": Financial year ended 30 June 2020  
"1H FY2020": Period from 1 July 2019 to 31 December 2019  
"2H FY2020": Period from 1 January 2020 to 30 June 2020*

# Results for Financial Year Ended 30/06/2020 ("FY2020")

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

<sup>(1)</sup> Adjusted EBITDA of S\$3.5m is before one-off IPO expenses incurred during the period of S\$1.2m. FY2019 rental expenses was S\$1.5m more than FY2020 mainly due to the adoption of SFRS(I) 16 on 1 July 2019.

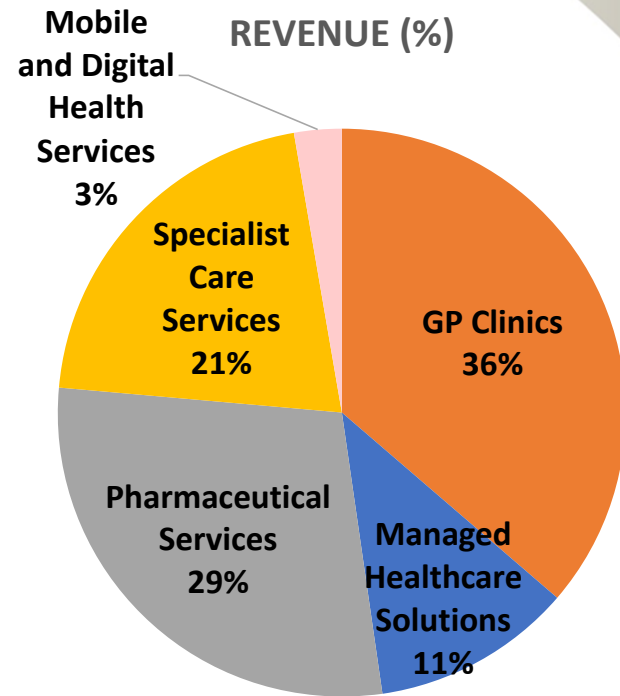
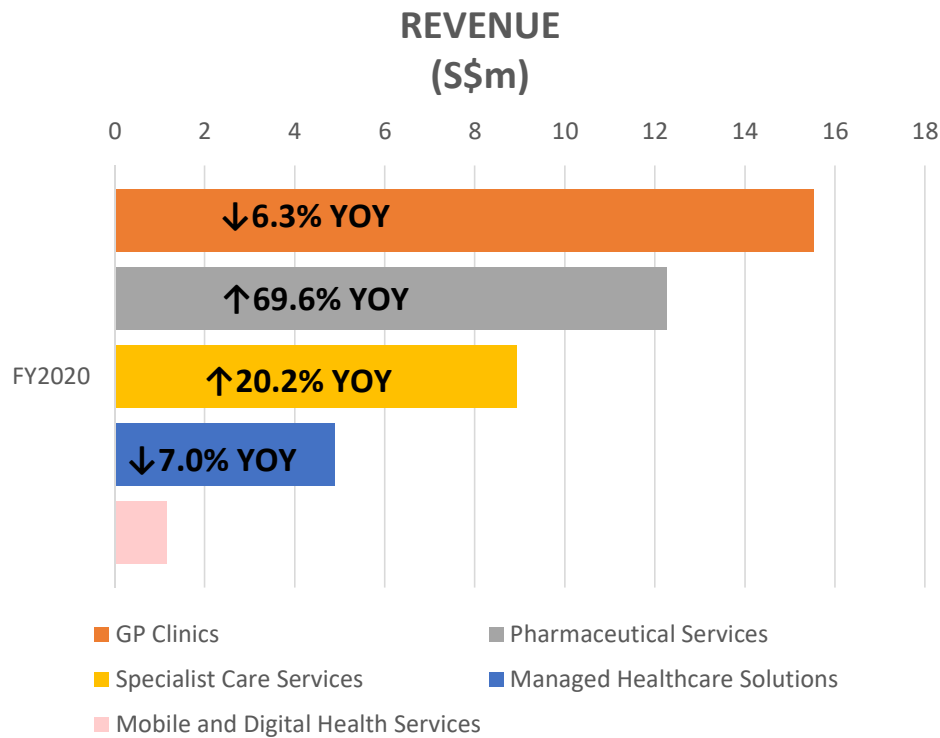
## Improved financial performance

- Higher revenue attributable to increase in sales generated by the pharmaceutical services business segment and the maiden revenue contribution from the new mobile and digital health services business segment as well as revenue contribution of a new specialist clinic. These were offset by lower revenue from managed healthcare solutions and GP clinics services business segments
- The increase in net profit to owners was mainly due to the increase in government grant of S\$1.3 million and a decrease in IPO expenses of S\$1.2 million, partially offset by the decrease in profitability of the managed healthcare solutions business segment and the loss incurred by the new mobile and digital health services business segment.



# Results for Financial Year Ended 30/06/2020 ("FY2020")

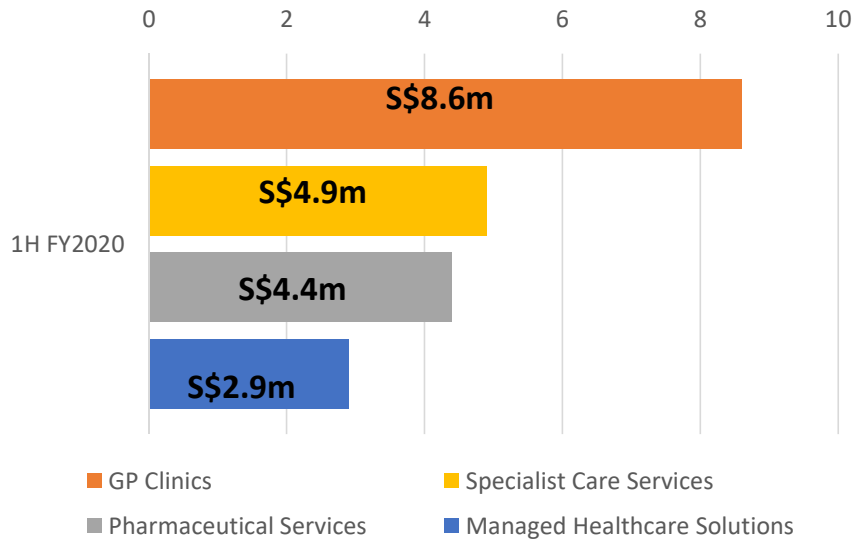
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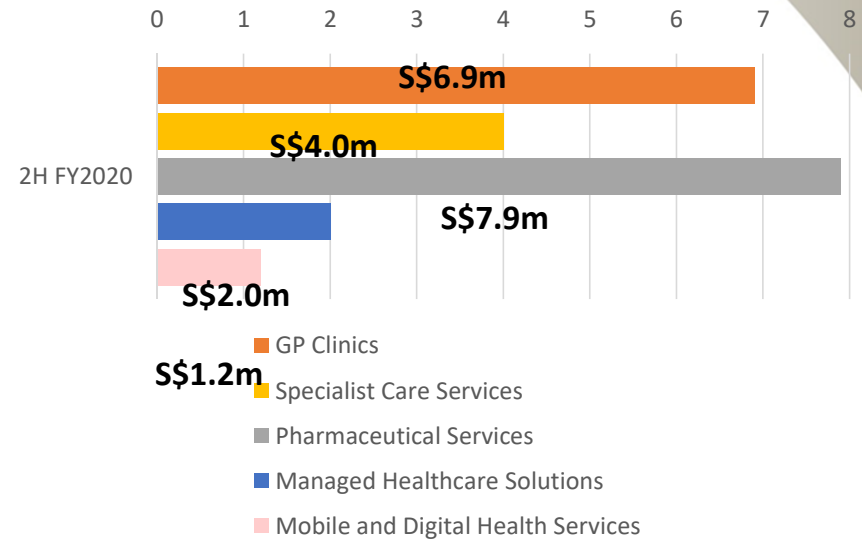


# Results for Financial Year Ended 30/06/2020 ("FY2020")

## 1H FY2020 REVENUE (S\$m)



## 2H FY2020 REVENUE (S\$m)



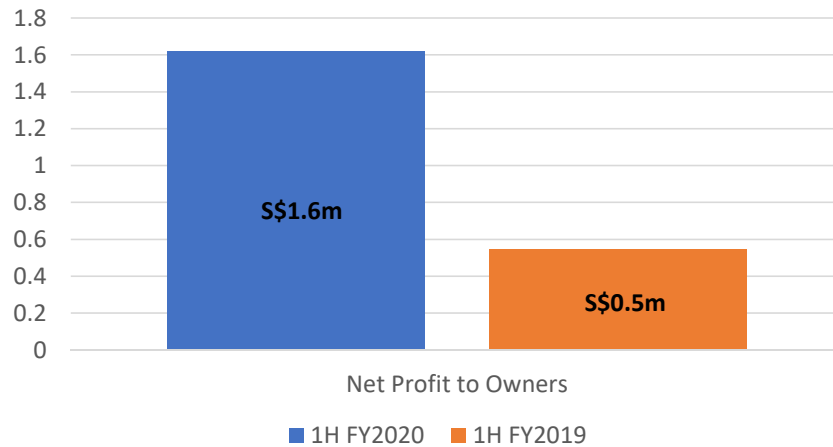
Increased revenue in 2<sup>nd</sup> half of FY2020 is mainly due to:

- S\$1.2 million maiden revenue contribution from mobile and digital health services;
- S\$3.5 million increase in pharmaceutical services; offset by
- decrease in revenue of S\$1.7 million for GP clinics;
- decrease in revenue of S\$0.9 million for specialist care services; and
- decrease in revenue of S\$0.9 million for managed healthcare solutions.

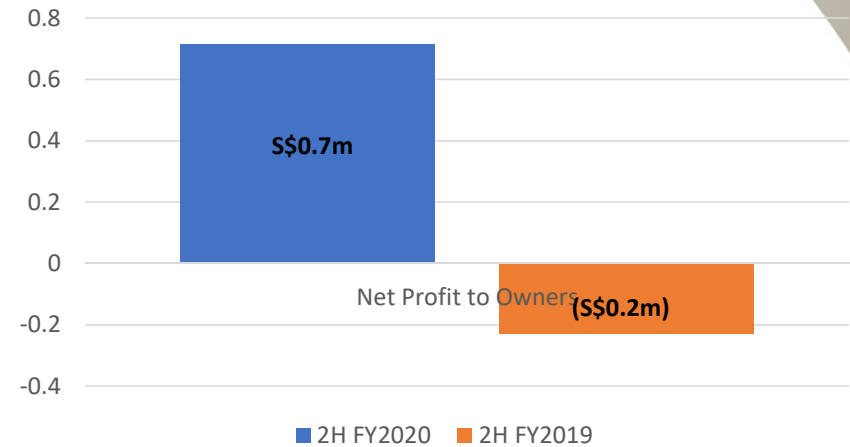
# Results for Financial Year Ended 30/06/2020 ("FY2020")

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### 1H NET PROFIT TO OWNERS (S\$m)



### 2H NET PROFIT TO OWNERS (S\$m)



# Results for Financial Year Ended 30/6/2020 ("FY2020")

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<sup>(1)</sup> Cash less financial liabilities

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

- Net asset value per share S\$0.0915 as at 30 June 2020 (S\$0.0803 as at 30 June 2019)

# Historical Financials

S\$m	FY2018	FY2019	FY2020 <sup>(2)</sup>
<b>EBITDA Margins <sup>(1)</sup></b>			
GP Clinics	8.3%	4.3%	16.5%
Specialist Care Services	13.4%	11.4%	14.9%
Managed Healthcare Solutions	32.0%	25.4%	14.6%
Pharmaceutical Services	8.7%	8.9%	11.8%
Mobile and Digital Health Services	NA	NA	-22.7%

<sup>(1)</sup> EBITDA Margins = EBITDA / Revenue

<sup>(2)</sup> EBITA margins are higher across all segments in FY2020 partly as a result of the adoption of SFRS(I) 16.

# Historical Financials

S\$m	FY2018	FY2019	FY2020
<b>Financials</b>			
Revenue	33.8	36.5	42.8
Adjusted EBITDA <sup>(1)</sup>	4.5	3.5	5.7
Adjusted EBIT <sup>(2)</sup>	3.5	2.6	3.3
Net Profit to Owners	3.1	0.3	2.3
Adjusted Net Profit to Owners <sup>(3)</sup>	--	1.6	--
<b>Margins</b>			
EBITDA <sup>(1)</sup>	13.4%	9.5%	13.4%
Adjusted EBIT <sup>(2)</sup>	10.4%	7.2%	7.7%
Net Profit to Owners	9.1%	0.9%	5.5%
Adjusted Net Profit to Owners <sup>(3)</sup>	9.1%	4.3%	5.5%
<b>Yoy growth</b>			
Revenue	14.9%	8.0%	17.2%
EBITDA <sup>(1)</sup>	43.1%	-23.5%	65.2%
Adjusted EBIT <sup>(2)</sup>	78.0%	-25.8%	25.3%
Net Profit to Owners	129.0%	-89.7%	635.1%
Adjusted Net Profit to Owners <sup>(3)</sup>	129.0%	-49.6%	50.3%

<sup>(1)</sup> Adjusted EBITDA = Profit Before Tax + Interest + Depreciation & Amortisation + One off expenses

<sup>(2)</sup> Adjusted EBIT = Adjusted EBITDA – Depreciation & Amortisation

<sup>(3)</sup> Adjusted Net Profit to Owners = Net Profit to Owners + One off expenses

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

# Balance Sheet

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S\$m	FY2018	FY2019	FY2020
Cash and cash equivalents	8.8	14.3	16.3
Current assets	19.0	26.2	29.7
Total assets	26.9	35.5	45.6
Other financial liabilities (current)	1.1	1.2	2.1
Other financial liabilities (non-current)	3.1	4.0	5.5
Current liabilities	16.8	15.1	19.2
Total liabilities	20.0	19.2	26.2 <sup>(1)</sup>
Equity, attributable to owners of the parent	6.8	16.7	19.0

<sup>(1)</sup> Includes lease liabilities of S\$2.9m as at 30 Jun 2020

# Net Operating Cashflow & Financial Ratios

CASHFLOW	FY2018	FY2019	FY2020
Net Operating Cashflow (S\$m)	5.6	2.9	4.2

RATIOS	FY2018	FY2019	FY2020
Current Ratio (times)	1.1	1.7	1.6
Gearing Ratio (times)	0.6	0.3	0.4
Nav per share (SGD cents) <sup>(1)</sup>	3.85	8.03	9.15
EPS (SGD cents) <sup>(2)</sup>	2.08	0.15	1.12

<sup>(1)</sup> NAV per share is computed based on 175,888,352 number of shares for FY2018 and 207,888,352 number of shares for FY2019 and FY2020

<sup>(2)</sup> EPS is computed based on 148,277,740 weighted average number of shares for FY2018 and 207,888,352 weighted average number of shares for FY2019 and FY2020



**Thank You!**

