



Alliance Healthcare

Investor Presentation

1st March 2022



Transforming Healthcare Delivery

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Transforming The Delivery of Healthcare Services

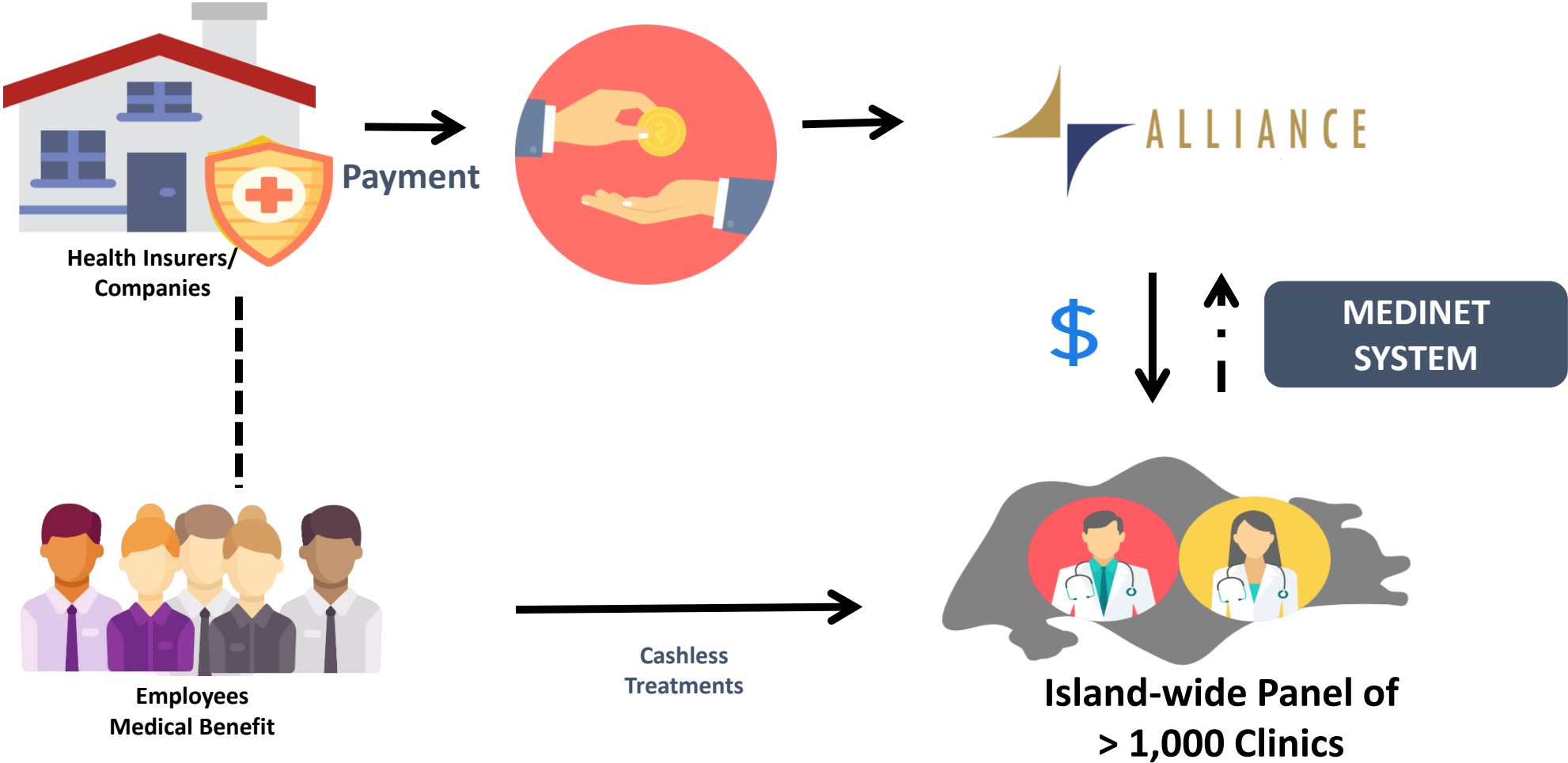
1 Group | 5 Business Segments

SGX  Listed May 2019



- Jan 2020:
Invested in JagaMe PL
- Sep 2021:
Investment in SGiMed PL

Managed Healthcare Solutions

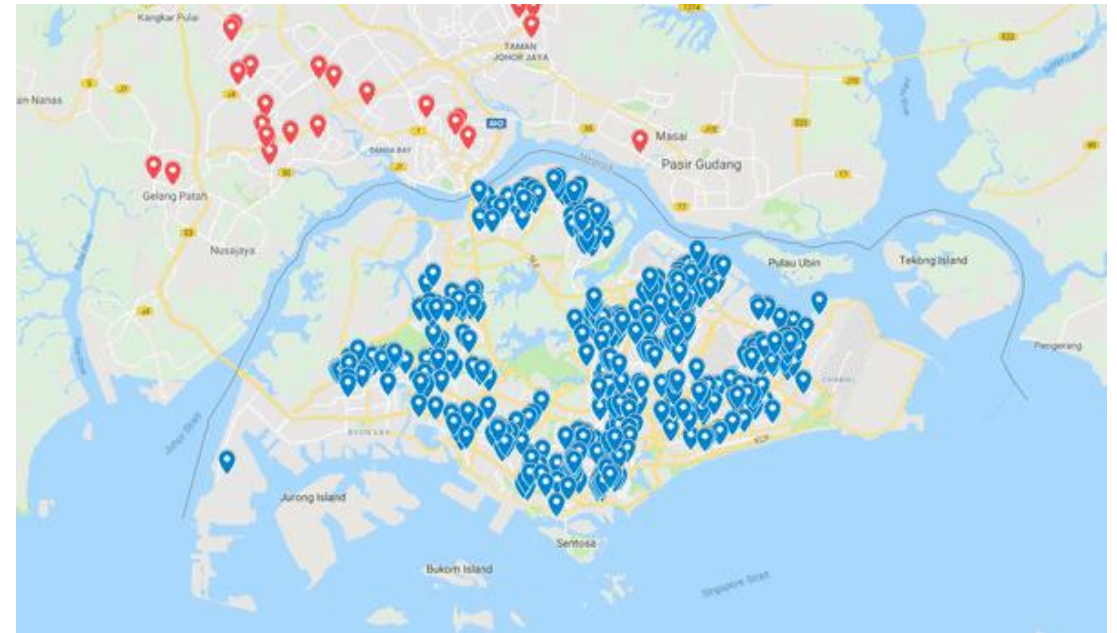


Managed Healthcare Solutions



>1,000 Medical Services Providers

GPs 	Specialist 	Dental 	Physio 
TCM 	Oncology 	Dialysis 	GRH[^] 



*Cashless facilities
^Government restructured hospital

Managed Healthcare Solutions



971 
Onboarded
New Companies

From 2020 - 2021
with Alliance Medinet

**Outsourcing
agreement with
AVIVA Ltd
to provide managed
healthcare solutions**

October 2021

OSPAR

Audited under Ospar
framework since 2019

Independent Audit

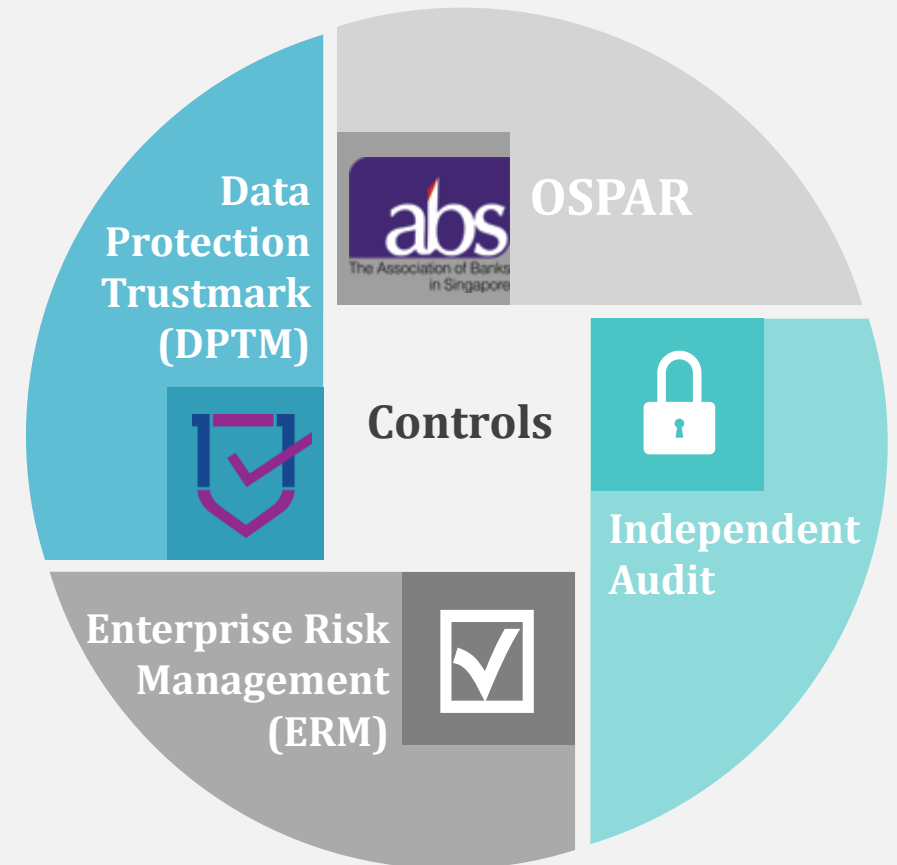
Subjected to annual
independent audit

ERM

Independent enterprise risk
management review and
audit every 3 years.
Last review - 2021.

DPTM

Midst of obtaining Data
Protection Trustmark.
Passed 2 stages of audit.





Healthcare
Within Reach



Mobile Healthcare Solutions



Medical Care @
Dormitories



COVID-19
PCR Swab Test,
Antigen Rapid Test (ART)



Hospital Discharge Planning



Home Cancer Treatments



Home Medical



Home Nursing

Bringing Care to Homes



National Cancer Centre Singapore (NCCS)- Home Care Programme

*98% - Satisfied
or Very Satisfied*



Digital Healthcare Solutions

AllyTele - Alliance Tele-advisory

Supported by the Health Professionals



GPs
Acute/Chronic



Nutritionists
Dietary Advisory



Psychologists
Mental Wellness



Nurses
Home Care



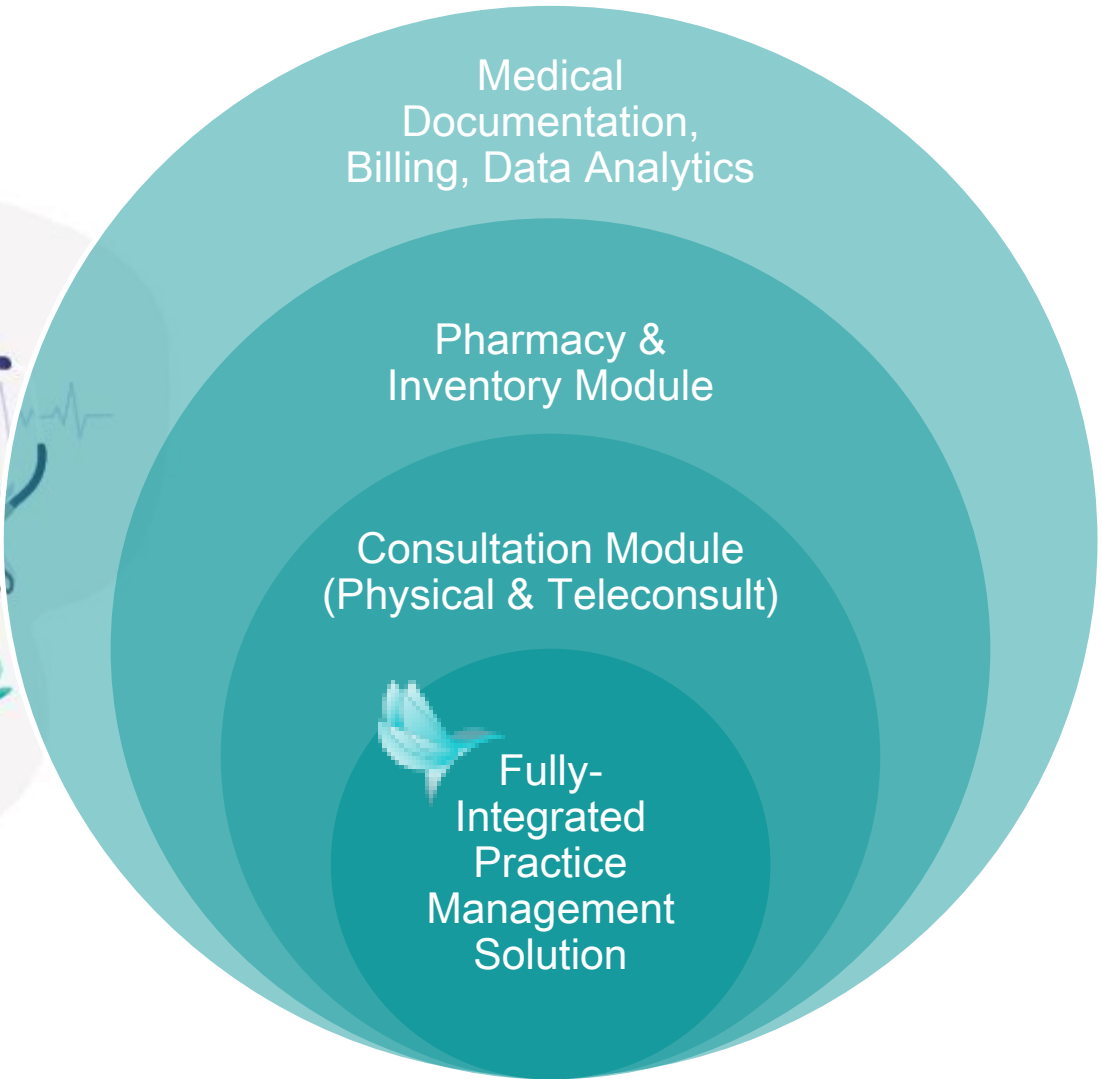
HeyAlly- The Digital Health Mobile App

Healthcare Made Simple with HeyAlly app

Alliance's digital health app – providing quality and affordable care



HummingBird – The Unified Electronic Health Record



Transforming The Delivery of Healthcare Services

1 Group | 5 Business Segments

SGX  Listed May 2019





FINANCIAL HIGHLIGHTS

DEFINITIONS

“FY2019”: Financial year ended 30 June 2019

“FY2020”: Financial year ended 30 June 2020

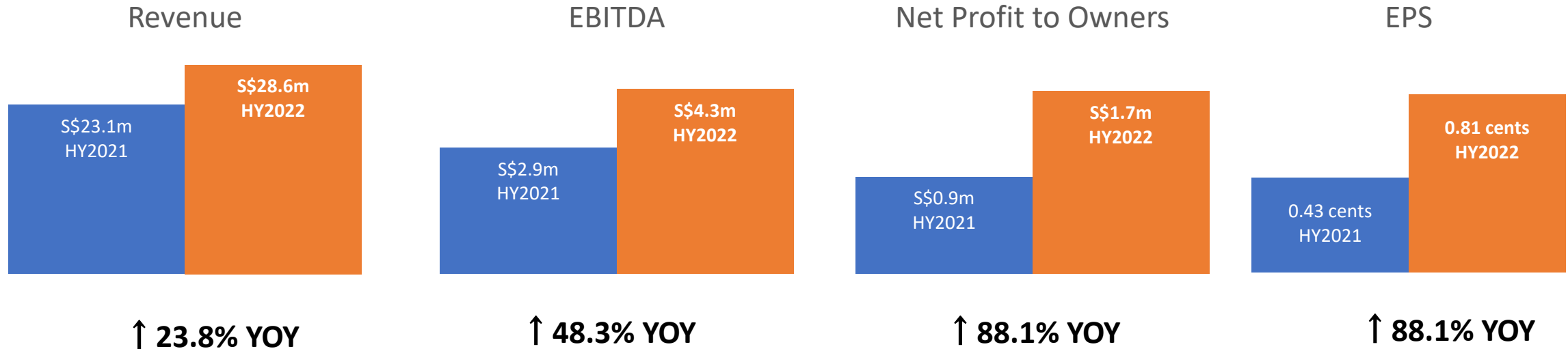
“FY2021”: Financial year ended 30 June 2021

“HY2021”: Period from 1 July 2020 to 31 December 2020

“HY2022”: Period from 1 July 2021 to 31 December 2021

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Healthcare Delivery*

Results for HY2022

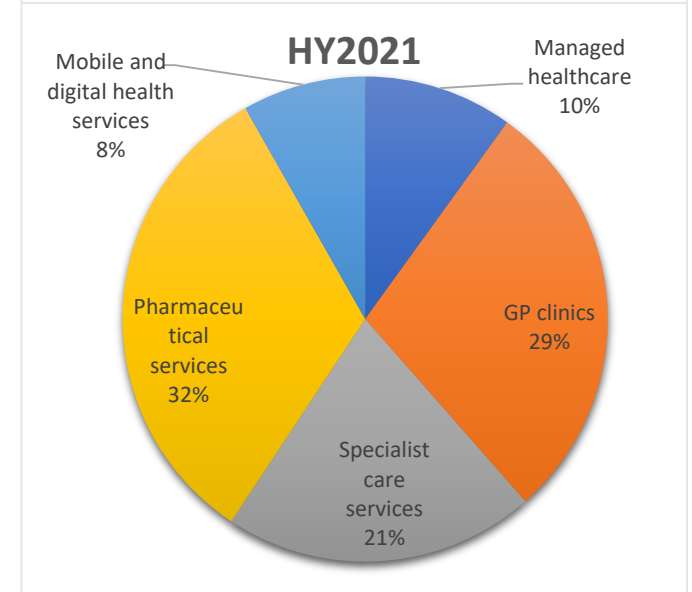
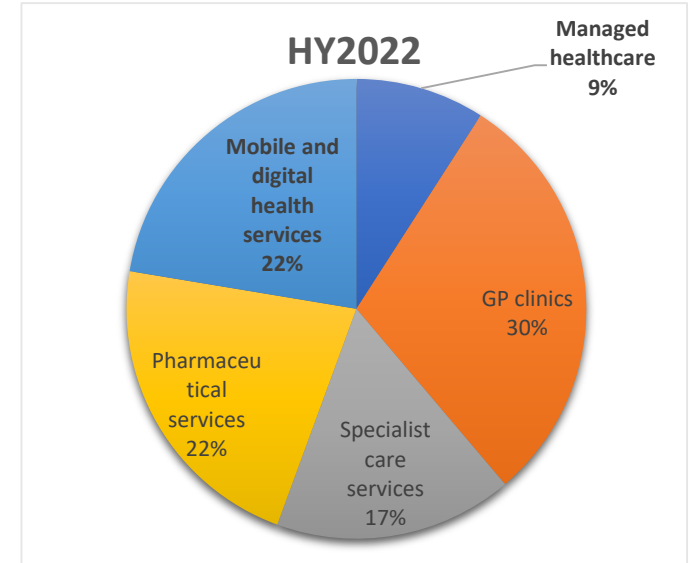
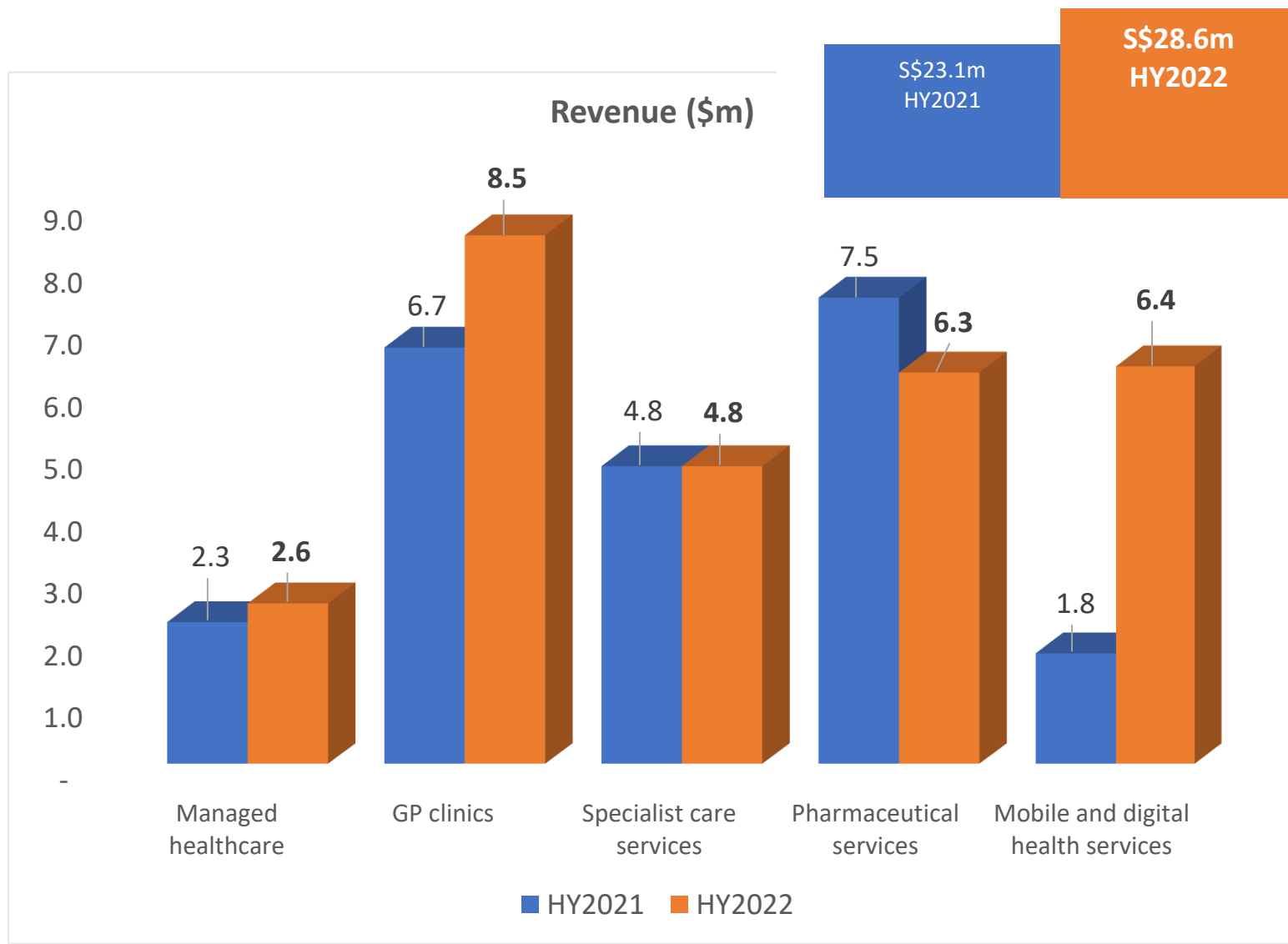


EBITDA= Profit before tax (before Share of results of an associate) + Finance costs + Depreciation & Amortization

Financial performance

- Higher revenue attributable to higher revenue generated by mobile and digital health services business segment, GP clinic services business segment and managed healthcare solutions business segment. Partially offset by lower revenue from pharmaceutical services business segment.
- Higher profit to owners along with the increase in revenue from mobile and digital health services business segment and GP clinic services
- EPS for HY2022 of 0.81cts (HY2021: 0.43cts)

Revenue for HY2022



Results for HY2022



(1) Cash less loans and borrowings

Maintained healthy balance sheet with positive operating cashflow generated

- Net asset value per share 10.10 cts as at 31 December 2021 (9.52 cts as at 30 June 2021)

Historical Financials



S\$m	FY2019	FY2020	FY2021	HY2021	HY2022
Financials					
Revenue	36.5	42.8	46.4	23.1	28.6
Adjusted EBITDA ⁽¹⁾	3.5	5.7	5.5	2.9	4.3
Adjusted EBIT ⁽²⁾	2.6	3.3	2.6	1.5	2.9
Net profit to owners	0.3	2.3	1.5	0.9	1.7
Adjusted Net profit to owners ⁽³⁾	1.6	2.3	1.5	0.9	1.7
Margins					
Adjusted EBITDA ⁽¹⁾	9.5%	13.4%	11.8%	12.6%	15.0%
Adjusted EBIT ⁽²⁾	7.2%	7.7%	5.6%	6.5%	10.1%
Net profit to owners	0.9%	5.5%	3.3%	3.9%	5.9%
Adjusted Net profit to owners ⁽³⁾	4.3%	5.5%	3.3%	3.9%	5.9%
Yoy growth					
Revenue	8.0%	17.2%	8.5%	11.1%	23.8%
Adjusted EBITDA ⁽¹⁾	-23.5%	65.2%	-4.2%	-9.4%	48.3%
Adjusted EBIT ⁽²⁾	-25.8%	25.3%	-20.3%	-28.6%	93.3%
Net profit to owners	-89.7%	635.1%	-34.4%	-44.7%	88.1%
Adjusted Net profit to owners ⁽³⁾	-49.6%	50.3%	-34.4%	-44.7%	88.1%

⁽¹⁾ Adjusted EBITDA = Profit Before Tax (before Share of results of an associate) + Finance costs + Depreciation & Amortisation + One off expenses

⁽²⁾ Adjusted EBIT = Adjusted EBITDA – Depreciation & Amortisation

⁽³⁾ Adjusted Net Profit to Owners = Net Profit to Owners + One off expenses

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

Balance Sheet



S\$m	FY2019	FY2020	FY2021	HY2022
Cash and cash equivalents	14.3	16.3	16.7	18.4
Current assets	26.2	29.7	33.2	33.3
Total assets	35.5	45.6	49.1	49.6
Loans and borrowings (current)	1.2	2.1	1.8	1.6
Loans and borrowings (non-current)	4.0	5.5	5.0	4.6
Current liabilities	15.1	19.2	21.9	20.7
Total liabilities⁽¹⁾	19.2	26.2	28.6	27.0
Equity, attributable to owners of the parent	16.7	19.0	19.8	21.0

⁽¹⁾ Includes lease liabilities of S\$3.2m, S\$3.1m and S\$2.9m as at 31 December 2021, 30 June 2021 and 30 June 2020 respectively

Net Operating Cashflow & Financial Ratios



CASHFLOW	FY2019	FY2020	FY2021	HY2022
Net Operating Cashflow (S\$'m)	2.9	4.2	4.7	4.7
RATIOS	FY2019	FY2020	FY2021	HY2022
Current Ratio (times)	1.7	1.6	1.5	1.6
Gearing Ratio (times)	0.3	0.4	0.3	0.3
NAV per share (SGD cents)	8.03	9.15	9.52	10.10
EPS (SGD cents)	0.15	1.12	0.74	0.81



Thank you

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