

Press Release

Livingstone Health CEO Outlines Post-COVID Strategies; Records HY2023 Revenue of S\$16.4 Million, NPAT of S\$0.9 Million

- Recent acquisition of a new HQ will centralise operations and generate economies of scale; thGroup will also expand primary healthcare footprint in line with the nation's HealthierSG initiatives and strengthen the Livingstone eco-system and patient base while improving internal efficiencies
- Revenue increased amid higher patient volume while NPAT fell as a result of expansion costs, higher operating expenses (post-pandemic); and the absence of one-off contributions in HY2022 from the sale and administration of the Sinovac Vaccine in HY2022
- The Group increased its team of medical doctors and healthcare professionals to 21 from 19 as of 31 March 2022

	HY2023 6 Months Ended 30 September 2022 S\$'000	HY2022 6 Months Ended 30 September 2021 S\$'000	Change (%)
Revenue	16,370	15,967	3
Other Income	395	602	(34)
Profit Before Tax	1,372	2,696	(49)
Net Profit Attributable to Owners of the Company	892	2,052	(57)

Singapore, 11 November 2022 – Livingstone Health Holding Limited (“**Livingstone Health**” or the “**Group**”)’s CEO today outlined several strategies to increase the Group’s top line and improve profit margins in a post-COVID environment. The strategies come as the Group reported a 3% increase in revenue for the six months ended 30 September 2022 (“**HY2023**”) and a net profit attributable to owners of the Company (“**Net Profit**”) of S\$0.9 million.

Post-COVID Strategies

Dr. Wilson Tay, CEO of the SGX-listed multidisciplinary healthcare specialist, said the COVID-19 pandemic has catalysed a shift in the operating environment. Manpower shortage and higher operating costs have arisen following the pandemic, even as the Singapore Government continued to emphasise preventive healthcare through the HealthierSG initiative.

In response, the Group has deliberated and would like to highlight the following strategies:



- Centralisation of operations and generating economies of scale at the Group's new headquarters ("HQ") at 217 Henderson Road;
- Increasing the footprint and patient touchpoints of Livingstone Health's primary care arm through its 51%-owned subsidiary, Phoenix Medical Group ("PMG"); and
- Strengthening the Livingstone eco-system and patient base, while improving internal efficiencies

The Group entered a long lease for a 4-storey building at 217 Henderson Road in July 2022. With a usable floor space of more than 10,000 sqft (929 sqm), the new HQ also features a warehouse for medical supplies to streamline direct operating costs and inventory efficiencies; and training rooms for staff to improve both operational and clinical standards.

Dr. Wilson Tay said: "The new HQ serves as a strong foundation for growth. It will allow for better inventory management, improve inter-department collaboration, and enable Livingstone Health to deliver better service and experience for patients. As operations gain momentum, we expect to recognise cost savings in due course."

The Group also expects demand to grow for General Practitioners as Singapore's HealthierSG initiative gains traction and intends to strengthen its Family Medicine segment by expanding PMG clinics in strategic locations. PMG intends to potentially increase its medical talents and patient touchpoints to better service its pool of patients in the long term.

During HY2023, the Group's further expanded its footprint, underscoring its commitment to strengthening the Livingstone eco-system. As it increases its headcount, the Group has also in tandem increased its team of medical doctors and key healthcare professionals to 21 as of 30 September 2022 from 19 as of 30 March 2022.

In 2022, the Group's Apicare Pain Clinic expanded its premises at Farrer Park Medical Centre. Meanwhile, the Group added Quantum Orthopaedics, located in Mount Elizabeth Medical Centre, to its clinic portfolio. The Group is also in the final stages of establishing Livingstone SurgiSuites, a centre for doctors to conduct minor surgeries, and is targeted to be operational by early 2023. Whilst expansion costs were incurred, these efforts have allowed the Group to expand its services while remaining asset-light.

HY2023 Financial Results

Livingstone Health reported HY2023 revenue of S\$16.4 million, a 3% increase from S\$16.0 million in HY2022. The higher topline was propelled by improved performance in its Anaesthesiology & Pain Management, and Orthopaedic business segments amid higher patient volumes, as well as Internal Medicine which added a doctor during the financial period under review.



The increase was partially offset by lower contributions from the Aesthetics and Wellness segment, as well as the Family Medicine segment due to the absence of revenue generated from the one off-sale and administration of the Sinovac Vaccine during HY2022.

The Group reported Net Profit of S\$0.9 million, as it recorded higher expenses including employee benefit expenses, depreciation expenses due to new equipment, acquisition of new premises and new HQ, and renovation of the latter during HY2023.

Earnings per share stood at 0.20 Singapore cent for HY2023 with its net asset value per share amounting to 1.23 Singapore cents as at 30 September 2022.

On the outlook, the Group remains cautiously optimistic about the long-term demand for healthcare services, and will focus its efforts on implementing post-COVID strategies outlined above. While costs are expected to stabilise in the coming months, the management team will continue to monitor the situation closely.

“Livingstone Health has remained resilient despite a challenging operating environment and has delivered a commendable set of results. Moving forward, we will continue to grow our ecosystem and expand patient outreach while optimising internal operations to ensure cost increases are contained and add value to our shareholders,” added Dr. Wilson Tay.

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About Livingstone Health

Livingstone Health Holdings Limited. (“Livingstone Health” and together with its subsidiaries, the “Group”) is a Singapore-based multidisciplinary healthcare group whose core competencies include Aesthetics & Wellness, Anaesthesiology & Pain Management, Family Medicine, Internal Medicine, and Orthopaedic Surgery.

The name “Livingstone” is inspired by the succulent plant Lithops, also known as “living stones”. They symbolise the Group’s resilience, growth and determination to be recognised as a trusted integrated healthcare provider for patients, as well as a centre of excellence for growth opportunities for medical professionals.

The Group has 21 medical doctors and healthcare professionals, practising at 14 medical clinics, one medical spa, one health screening centre, and a Podiatry and Physio Clinic located at convenient and accessible locations throughout Singapore. It also provides healthcare consultancy design services within the region.

For more information, please visit www.livingstonehealth.com.sg.

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