



ASIAN  
HEALTHCARE  
SPECIALISTS

**FY2018 RESULTS PRESENTATION**

**29 November 2018**

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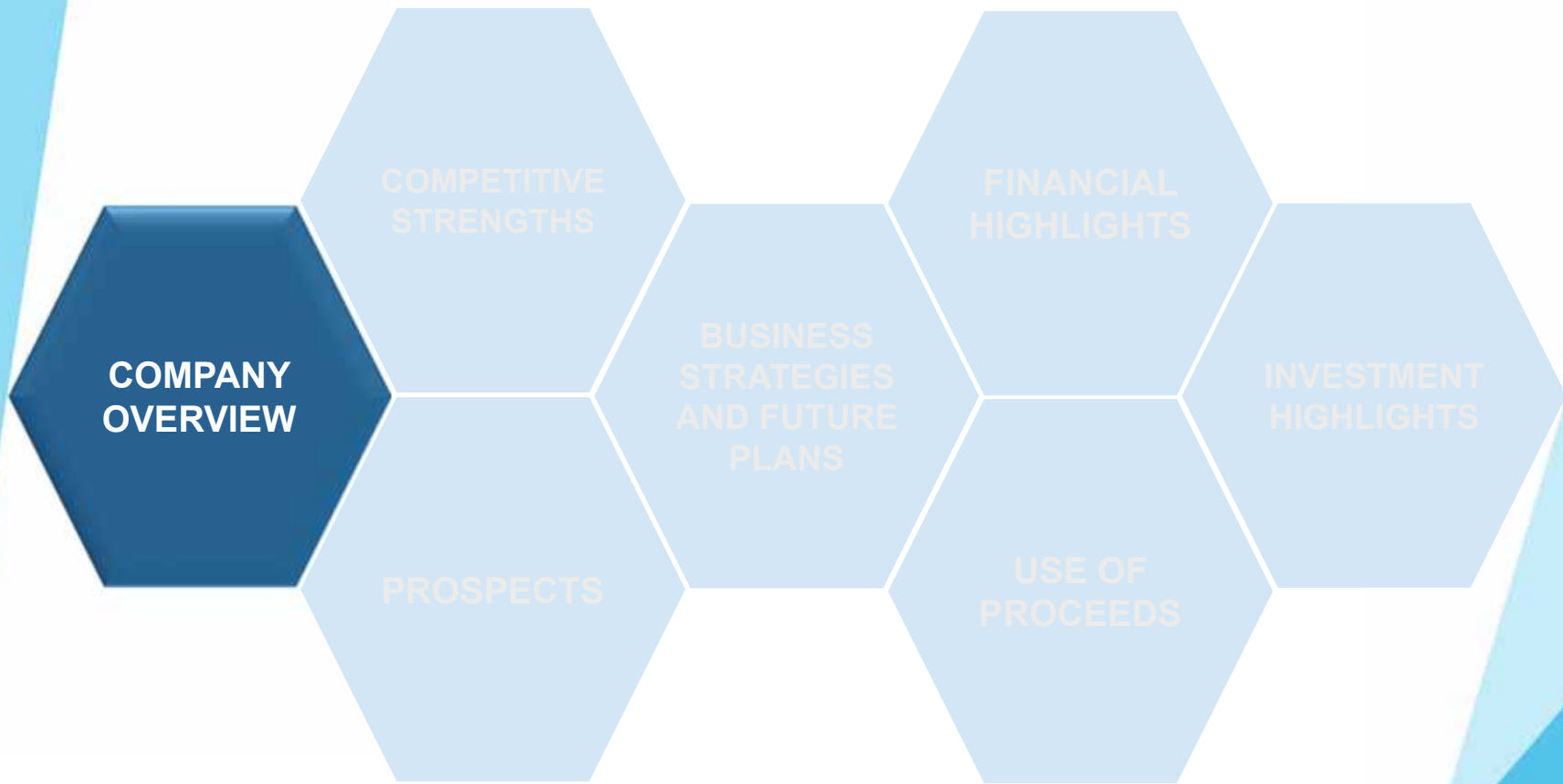
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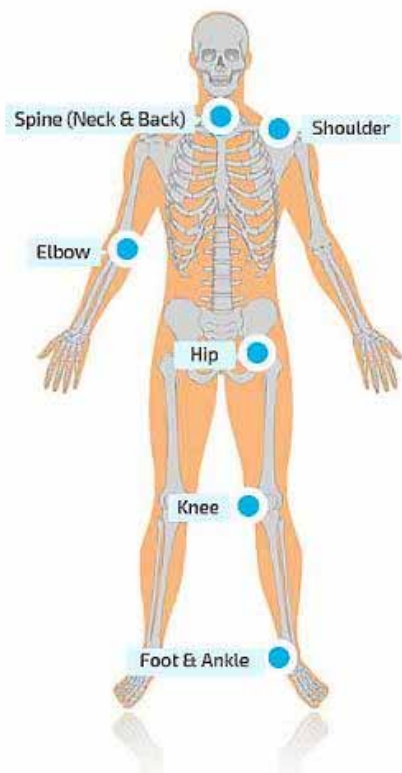
# Agenda

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1. Company Overview
  2. Competitive Strengths
  3. Prospects
  4. Business Strategies and Future Plans
  5. Use of Proceeds
  6. Investment Highlights
  7. Financial Highlights
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# Experienced Group of Orthopaedic Specialists



Giving movement, quality and life to years

Sub-Speciality Orthopaedic care

# Experienced Group of Orthopaedic Specialists



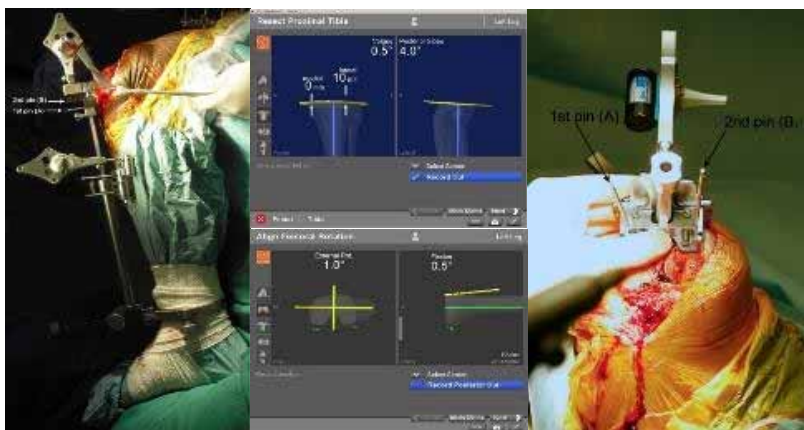
Knee joint replacement



Bunion surgery



Rotator cuff injury



Partial or total knee replacement procedures using three-dimensional computer imaging

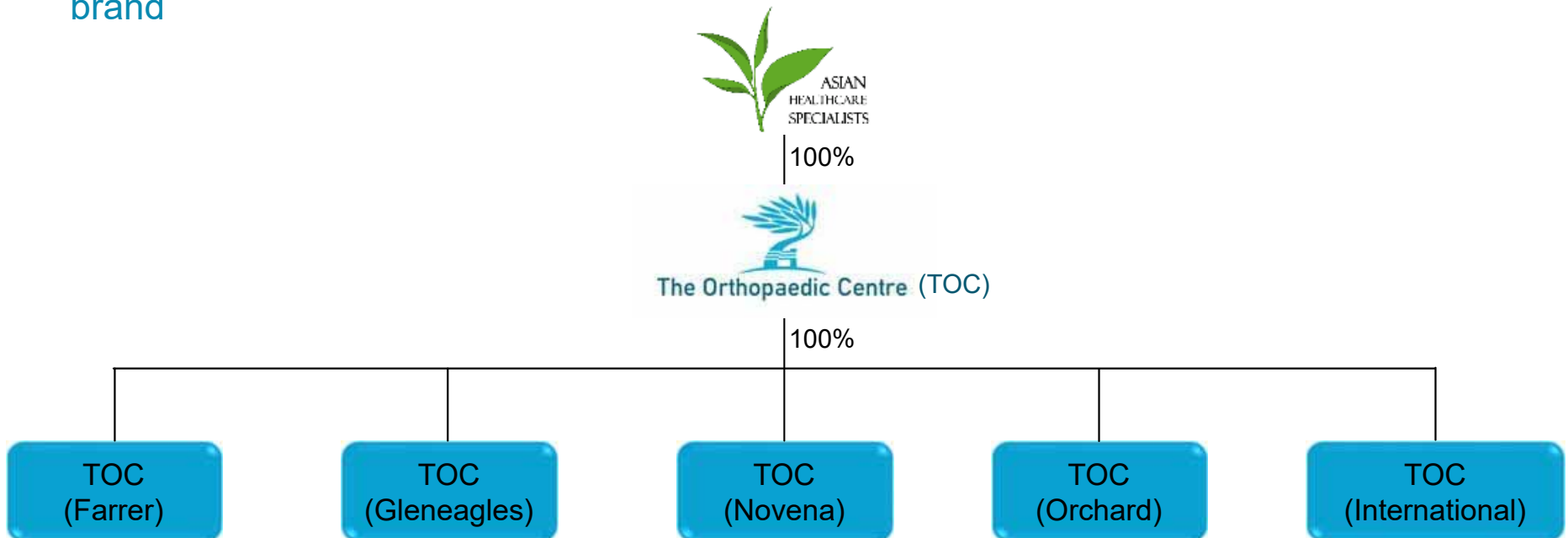


Treatment of spine-related injuries

# Group Structure



- Five orthopaedic specialists operating at four clinics under “The Orthopaedic Centre” brand



# Our Orthopaedic Specialists

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# Location of Clinics



Gleneagles Medical Centre



Mount Elizabeth Novena Specialist Centre



Mount Elizabeth Medical Centre



Farrer Park Medical Centre @ Connexion

## New Locations



Parkway East Specialist Clinic



International Clinic @ Grand Hantha International Hospital in Myanmar Yangon

# Experienced Orthopaedic Specialists



**Dr Su Hsien Ching  
David**

*MBBS, MRCSEd, MMed (Ortho),  
FRCSEd (Ortho)*

Subspecialty: Foot and Ankle

- **19 years** of clinical experience
- Previously a Consultant Orthopaedic Surgeon at the Singapore General Hospital
- Currently a Visiting Consultant at the Singapore General Hospital
- Previously held the appointment of Adjunct Assistant Professor at the Duke-NUS Medical School



**Dr Tan Chyn Hong**

*MBBS, MRCSEd, MMed (Ortho),  
FRCSEd (Ortho)*

Subspecialty: Shoulder, Knee  
and Elbow

- **20 years** of clinical experience
- Previously a Consultant at the National University Hospital
- Part of a Ministry of Health workgroup to develop the national clinical practice guidelines in the treatment of osteoarthritis of the knee

# Experienced Orthopaedic Specialists



**Dr Yue Wai Mun**

*MBBS, FRCSEd, FAMS (Ortho)*

Subspecialty: Spine

- **26 years** of clinical experience
- Previously a Senior Consultant at the Singapore General Hospital
- Member of the North American Spine Society, Asia Pacific Spine Society Cervical Spine Research Society and the Society for Minimally Invasive Spine Surgery



**Dr Mohammad  
Mashfiqul Arafin  
Siddiqui**

*MBBS, MRCSEd, MMed  
(Ortho), FRCSEd (Ortho),  
FAMS (Ortho)*

Subspecialty: Spine

- **15 years** of clinical experience
- Previously a Consultant at the Singapore General Hospital and a Visiting Consultant at the KK Women's and Children's Hospital



# Experienced Orthopaedic Specialists



**Dr Chin Pak Lin**

*MBBS, MRCSEd, MMed  
(Ortho), FRCSEd (Ortho)*

Subspecialty: Hip and Knee

- **20 years** of clinical experience
- Previously a Consultant at the Singapore General Hospital
- Previously held appointments include Director of the Musculoskeletal Bone Bank, Adjunct Assistant Professor at Duke-NUS Graduate Medical School and a Consultant to Stryker Knee Navigations and Zimmer Knee Arthroplasty
- Primary user of one of the two ROBODOC systems in Singapore



# Experienced Physiotherapist



**Miss Cindy Chan Yien San**

*MPhy Sports & Musculoskeletal  
(South Australia)*

Subspecialty:  
Musculoskeletal & Sports  
Physiotherapist

- **12 years** of clinical experience
- Worked previously at the Singapore General Hospital and other private and sports settings
- Registered with Allied Health Professions Council Singapore
- Member of the Singapore Physiotherapy Association



**COMPETITIVE  
STRENGTHS**

COMPANY  
OVERVIEW

PROSPECTS

BUSINESS  
STRATEGIES  
AND FUTURE  
PLANS

FINANCIAL  
HIGHLIGHTS

USE OF  
PROCEEDS

INVESTMENT  
HIGHLIGHTS

# Competitive Strengths



Highly qualified and experienced medical specialists

- Senior surgeons
- 15 to 26 years of clinical experience
- Each focuses on medical cases within their subspecialty



Well-positioned to capture growing demand for private orthopaedic services

- Orthopaedic disorders are mostly age-related
- Ageing population
- Rising income levels
- More insured patients



# Competitive Strengths

Provide in-depth subspecialised services, employ **advanced techniques and technology**, able to perform **complex revision surgery**

- Complex surgeries including spine keyhole surgery and spine revision surgery
- Advanced equipment such as the ROBODOC system and MAKOplasty
  - ✓ Dr Chin is the primary user of one of two ROBODOC systems in Singapore
  - ✓ Higher precision, less damage, faster rate of recovery

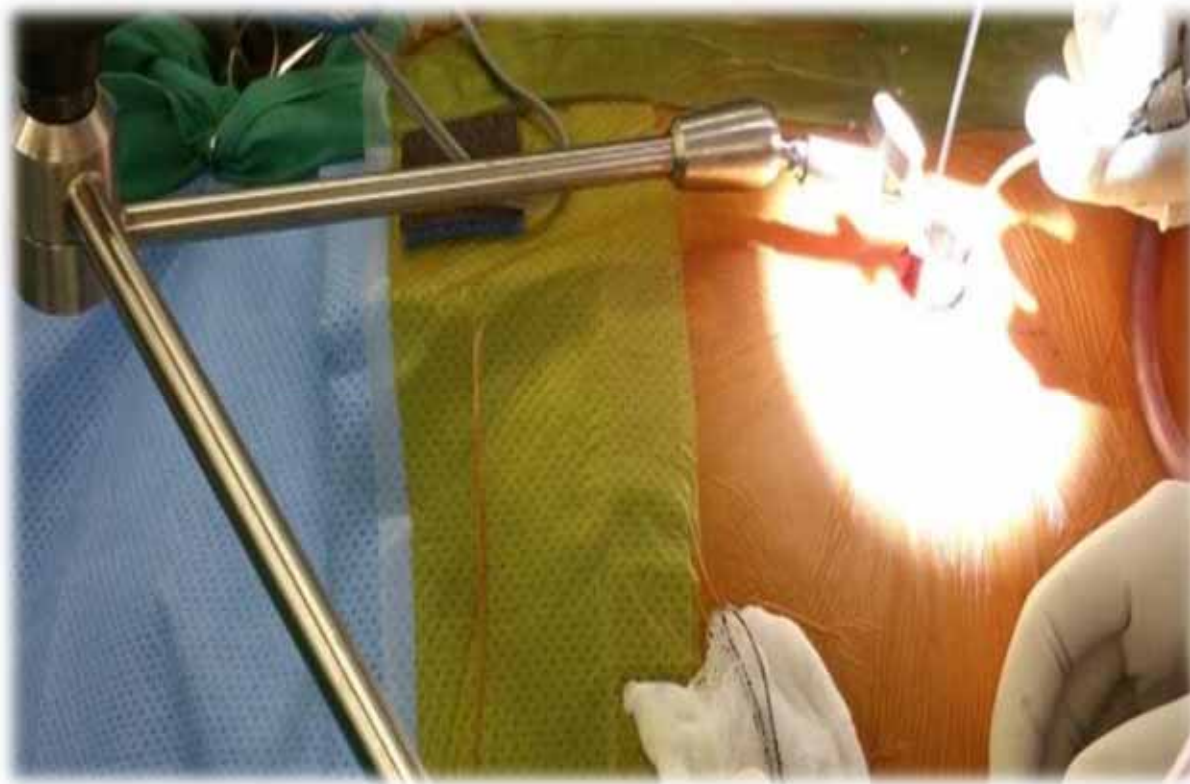






# Minimally Invasive Spine Surgery for Slipped Disc

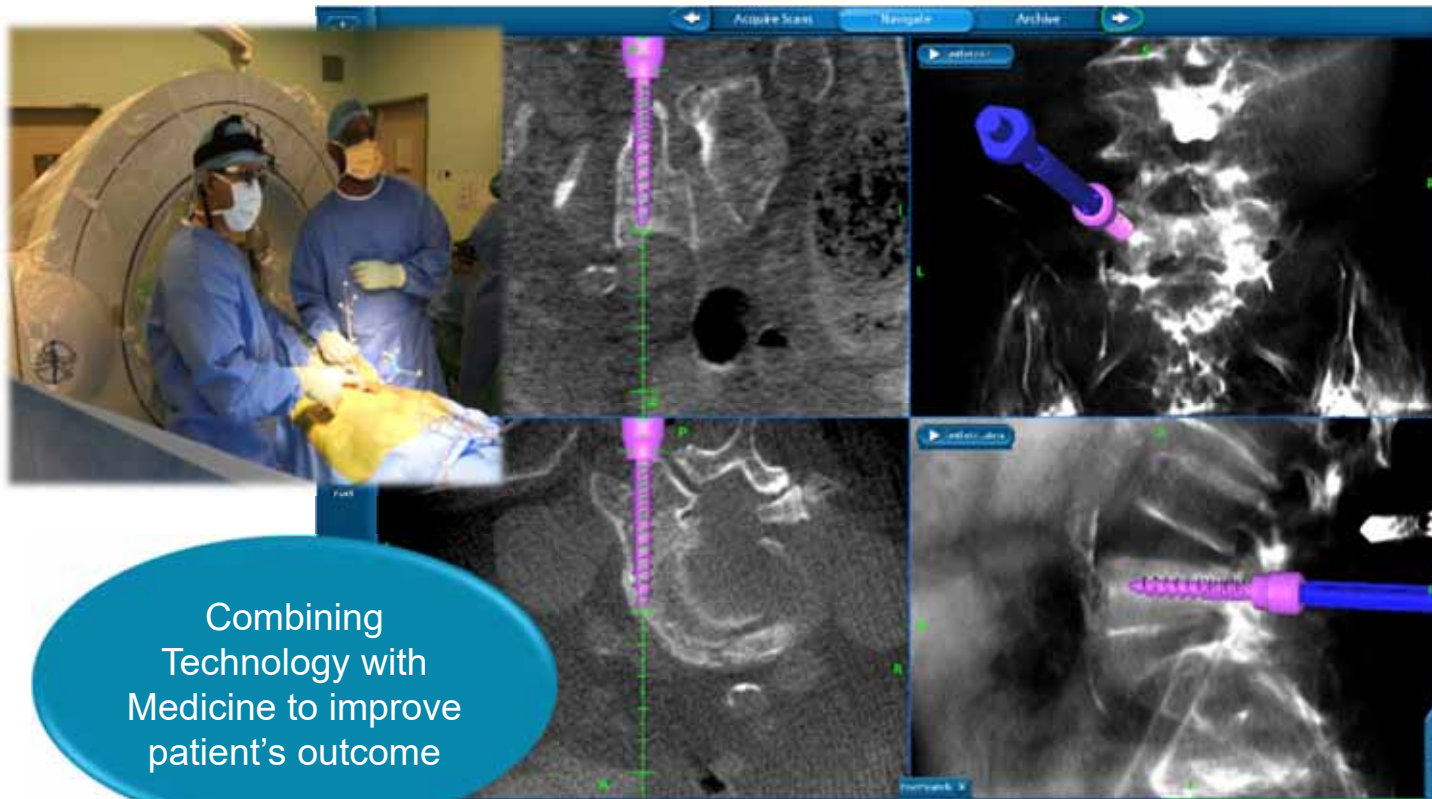
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# Minimally Invasive Spine Surgery for Lumbar Spine Instrumentation



# Spine Instrumentation Surgery done with O-arm Navigation

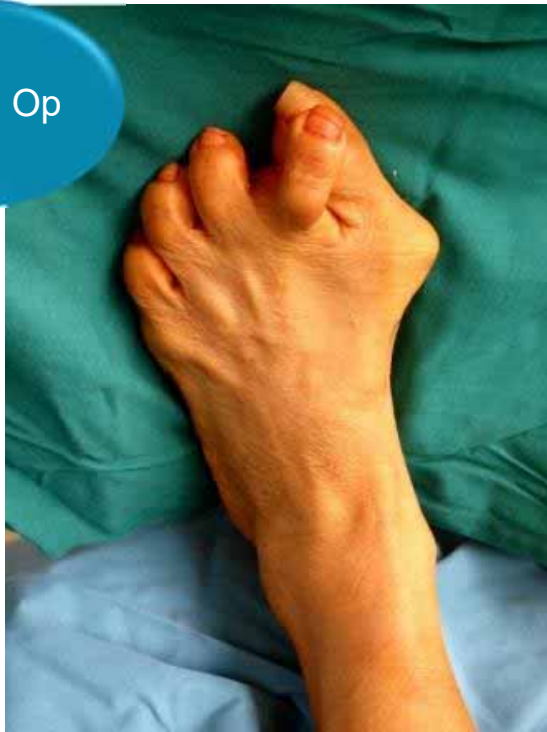


Combining  
Technology with  
Medicine to improve  
patient's outcome

# Common Foot Surgery: Hallux Valgus for Treatment of Bunions



Before Op



After Op



# Complex Foot Deformity Correction

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Before Op



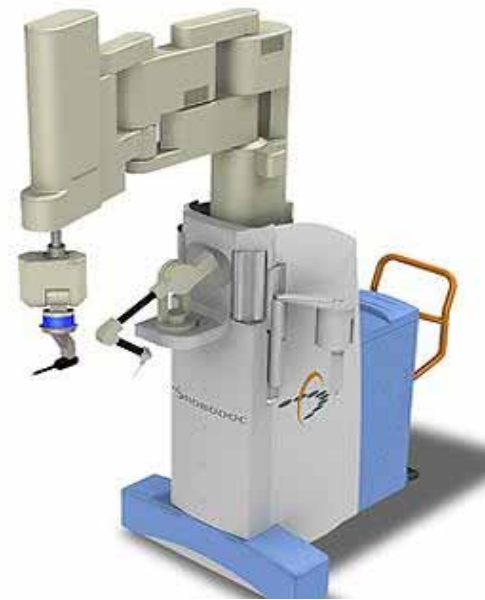
6 Months After Op

# Robotic System

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Makoplasty



Robodoc

# Competitive Strengths

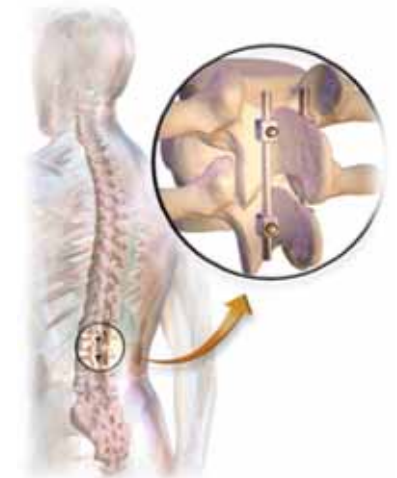


Asset-light,  
strong cash  
flow business  
model

- Keeps capital expenditure low
- Generates recurring cash flows

Interests of  
founding  
medical  
specialists and  
employees are  
aligned with the  
Group and  
shareholders

- Able to attract and retain experienced and highly qualified medical specialists
- Founding medical specialists and employees have committed to subject their shares to a moratorium of an aggregate of 5 years





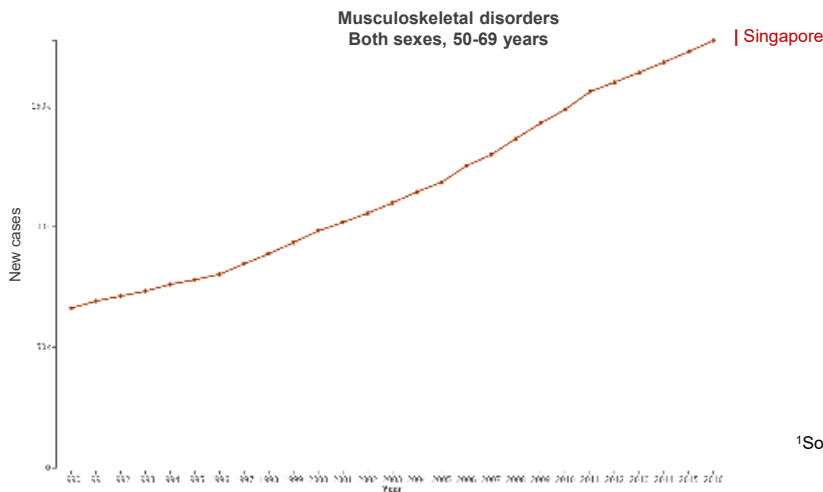


# Demand for Private Orthopaedic Services Likely to Increase



- **Increasing and ageing population**

- Total population in Singapore: projected to be 5.8 – 6.0 million by 2020<sup>1</sup>
- Number of elderly citizens (aged 65 years and above): 900,000 by 2030<sup>1</sup>
- Expected to be a corresponding increase in the incidence of musculoskeletal disorders



- **Increasing number of insured patients in Singapore and the region**

- Patients likely to be more willing and able to seek out private healthcare services such as those offered by the Group

<sup>1</sup>Source: "Population White Paper: A Sustainable Population for a Dynamic Singapore"

Source: Institute for Health Metrics and Evaluation, accessed on 12 February 2018)



# Business Strategies and Future Plans



Acquisitions,  
Joint  
Ventures or  
Strategic  
Alliances

Invest in  
synergistic  
businesses

Invest in management and  
healthcare professionals



- Expand business to complement existing range of services
- Establish a pain management centre
- Expand subspecialty services the Group provides such as hand subspecialty
- Incorporate, partner or acquire ancillary medical services such as physiotherapy services

# Business Strategies and Future Plans



Grow the “The Orthopaedic Centre” and “Asian Healthcare Specialists” brand names



The Orthopaedic Centre

- Established orthopaedic specialist care service provider



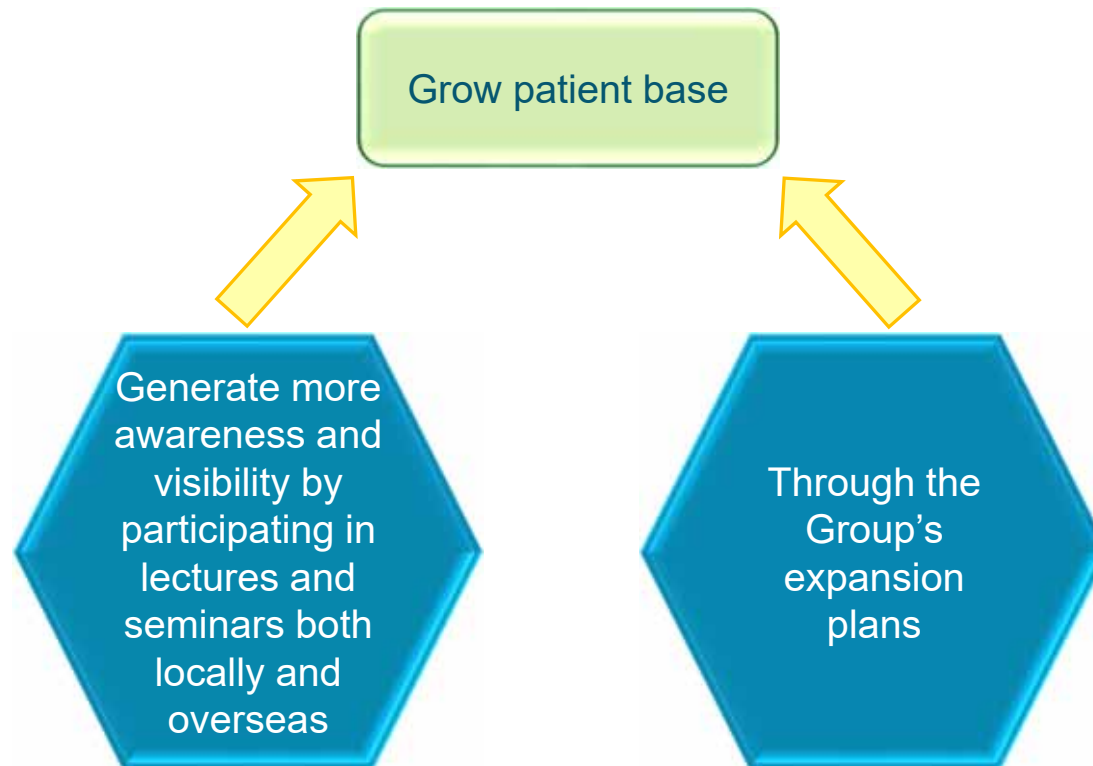
ASIAN  
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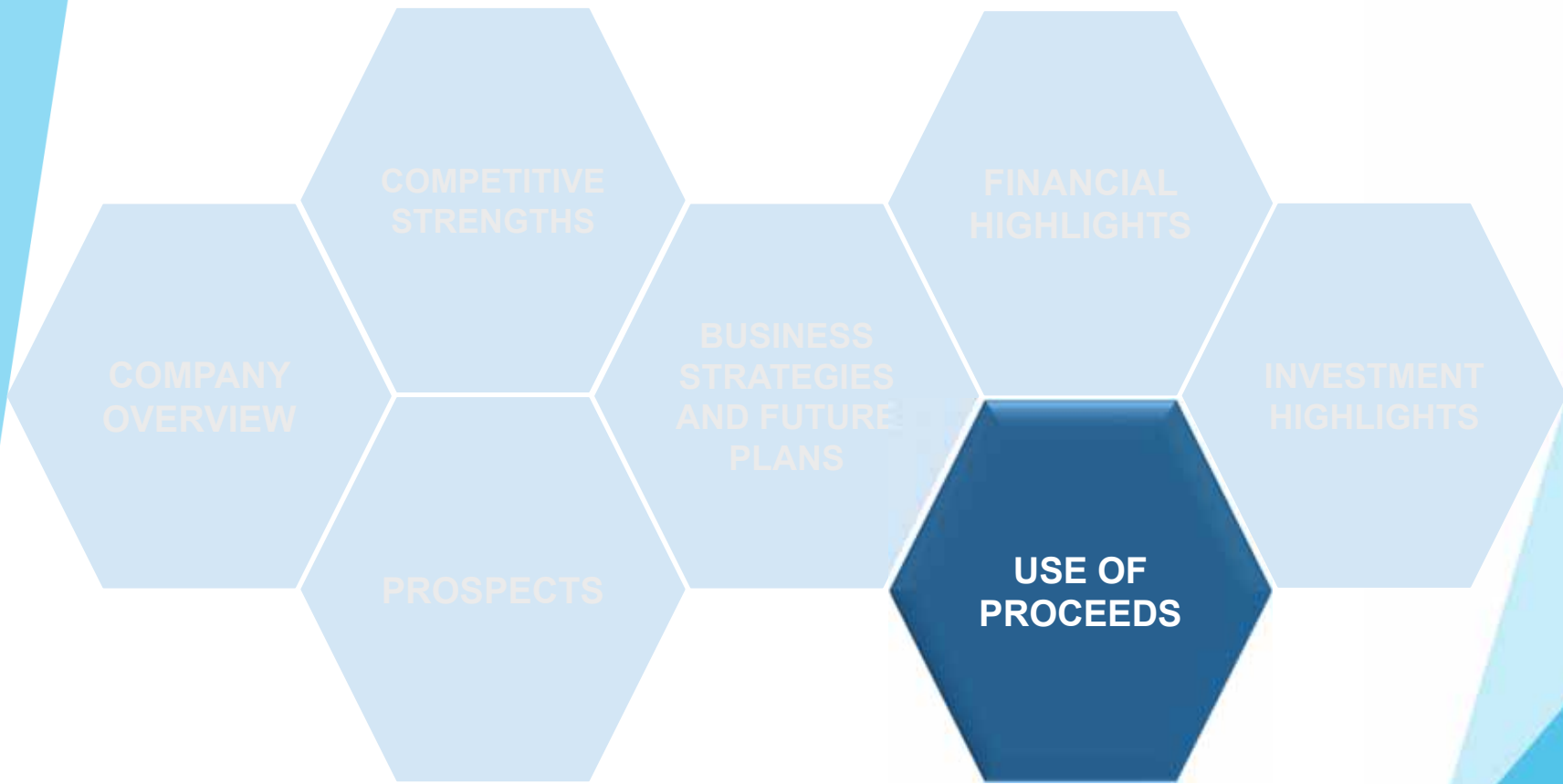
- Expand medical services and grow as a Group



# Business Strategies and Future Plans

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# Use of Proceeds



- The Group intends to use the net proceeds, after deducting listing expenses, for the following purposes:
  - ✓ Business expansion (including organic expansion and mergers and acquisitions)
  - ✓ Working capital





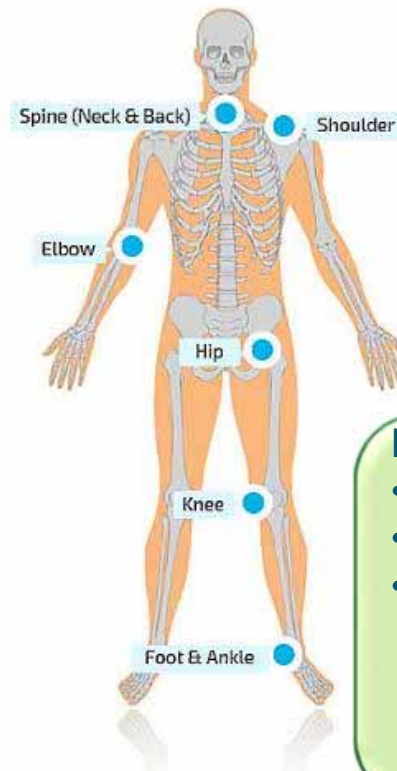
# Musculoskeletal Centre



## Centre of Excellence

### Neuro Centre

- Neuro Surgeon
- Neurologist
- Pain Physician / Anaesthetist
- Spine Surgeon



### Sports Centre

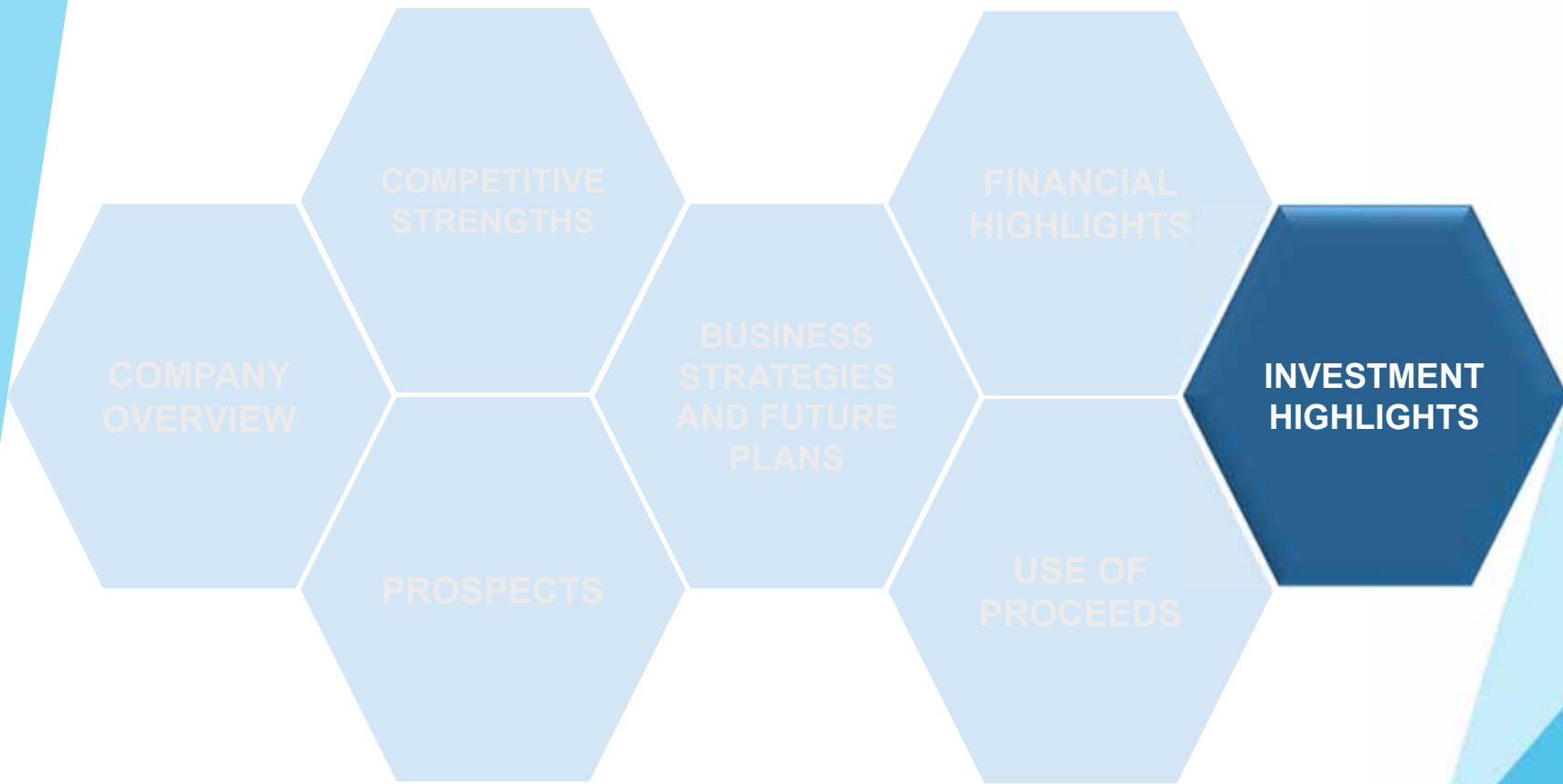
- Sports Surgeon
- Sports Physician
- Physiotherapist



### Foot and Ankle Service

- Foot and Ankle Surgeon
- Podiatrist
- Dietitian





# Investment Highlights



## Team of highly qualified and experienced medical specialists

- Senior surgeons with 15 to 26 years of clinical experience
- Provide in-depth subspecialised services

## Asset-light, strong cash flow business model

- Keeps capital expenditure low
- Generates recurring cash flows

## Future plans for expansion

- Hand subspecialty
- Pain management centre
- Physiotherapy

## Dividends

- **Not less than 50%** of net profits attributable to shareholders for **FY2018<sup>^</sup> and FY2019**

<sup>^</sup> The final dividend for FY2018 (if any) will take into account the interim dividend of S\$800,000 declared and approved by shareholders on 31 January 2018



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# Financial Performance

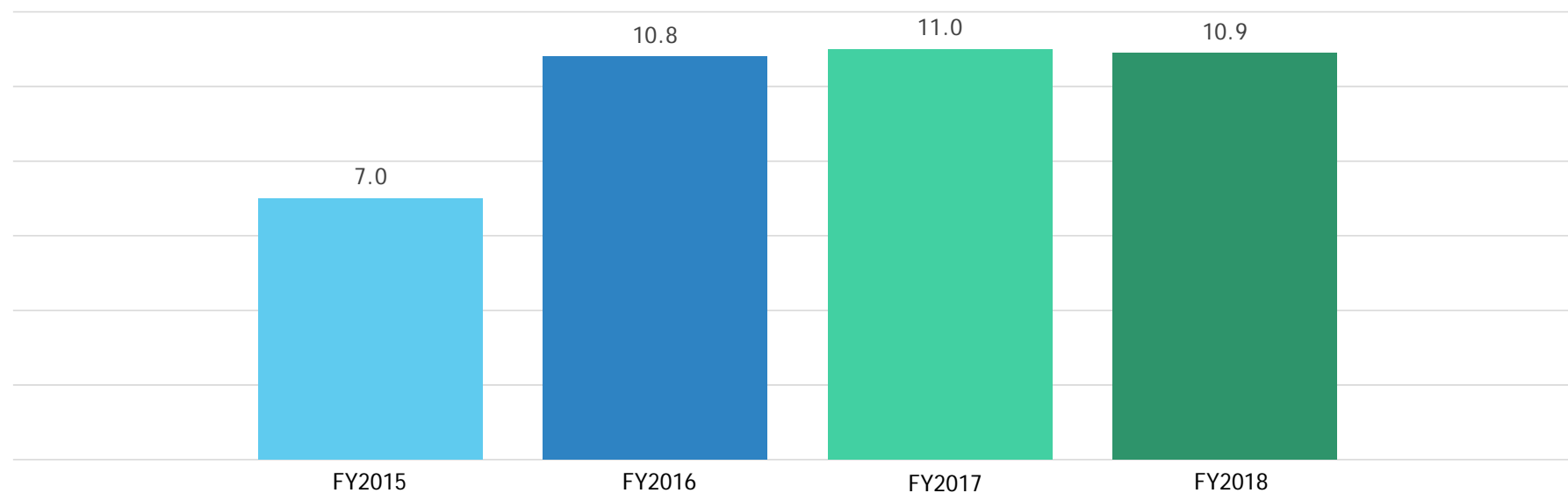


S\$m	FY2018	FY2017
Revenue	10.9	11.0
Profit before tax	2.9	0.5
Profit after tax	2.5	0.4
<b>Net profit attributable to owners of the Company</b>	<b>2.5</b>	<b>0.4</b>
<b>Basic and diluted earnings per shares (cents)</b>	<b>0.93</b>	<b>0.18</b>

# Financial Performance



Revenue (S\$m)

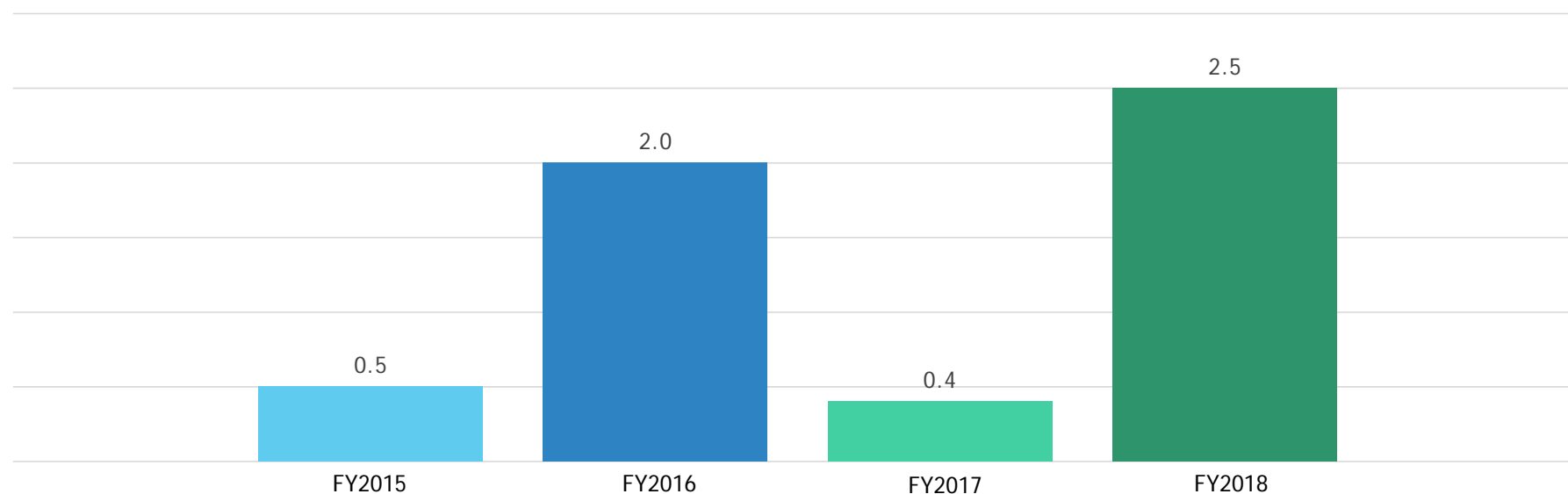


The Group's revenue remained fairly stable at S\$10.9 million for the financial year ended 30 September 2018

# Financial Performance



Profit After Tax ("PAT") (\$m)

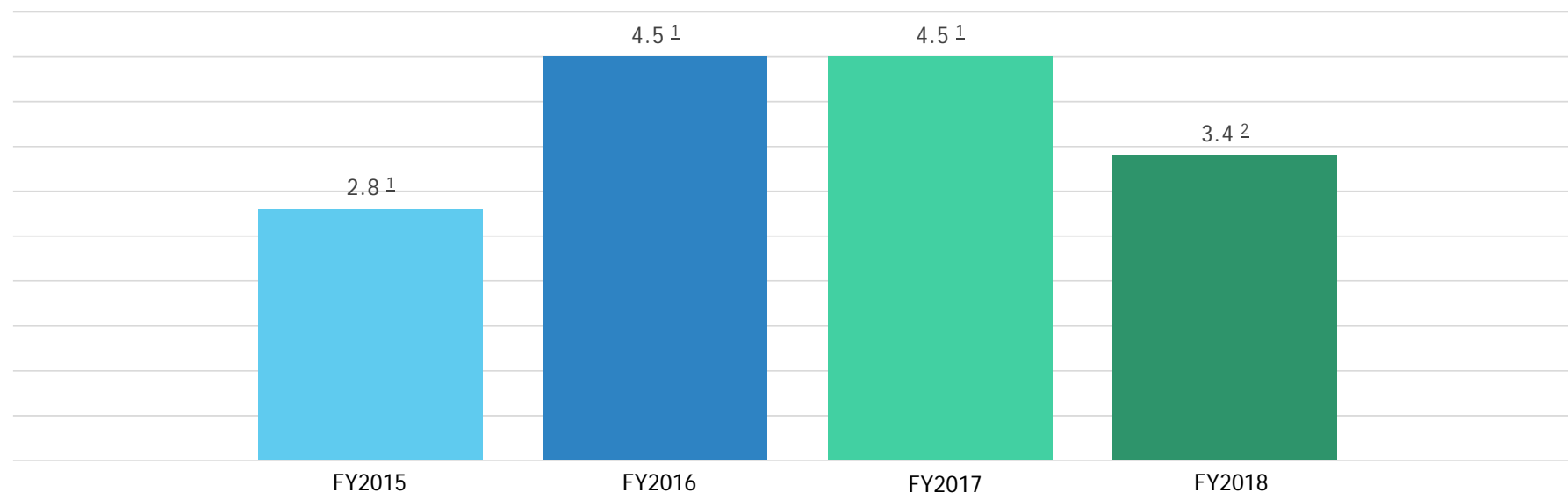


The Group's net profit increased by S\$2.1 million from S\$0.4 million in FY2017 to S\$2.5 million in FY2018, which includes one-off listing expenses not capitalized of approximately S\$0.9 million. Excluding this one-off listing expenses, the adjusted net profit would have been S\$3.4 million.

# Financial Performance



Adjusted Profit After Tax ("PAT") (S\$m)



<sup>1</sup> Adjusted for the effects had the Employment Agreements and Service Agreements been in place since 1 October 2014 in lieu of the Consultancy Service Agreements.

<sup>2</sup> Excluding one-off listing expenses not capitalized of approximately S\$0.9 million in FY2018.

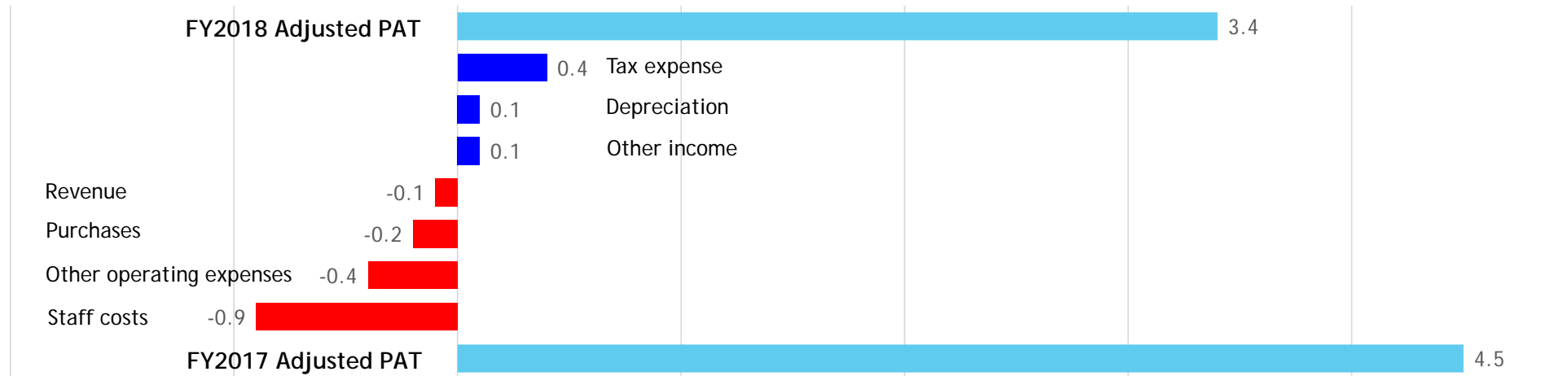


# Financial Performance



Adjusted Profit After Tax ("PAT") (\$m)

Year on Year Comparison



Decrease in adjusted PAT was mainly attributable to the following:-

1. Increased staff costs as the Group expanded its talent pool, both at management level and in healthcare professionals; and
2. Increased other operating expenses mainly in connection to continuing listing obligation.

# Strong Financial Position



S\$m	As at 30 September 2018	As at 30 September 2017
Current assets	14.6	3.7
<i>Trade and other receivables</i>	1.6	1.6
<i>Cash and cash equivalents</i>	13.0	2.1
<b>Total Assets</b>	<b>14.6</b>	<b>3.8</b>
Current liabilities	1.4	1.9
<b>Total Liabilities</b>	<b>1.4</b>	<b>2.0</b>
<b>Equity attributable to owners of the Company</b>	<b>13.2</b>	<b>1.9</b>

# Strong Cash Flows



S\$m	FY2018	FY2017
Net cash generated from operating activities	2.6	1.2
Net cash generated from / (used in) financing activities	8.3	(0.2)
<b>Net increase in cash and cash equivalents</b>	<b>10.9</b>	<b>1.0</b>

- Net cash generated from operating activities amounted to S\$2.6m. This mainly comprised operating cash flows before changes in working capital of S\$3.0m, offset by net working capital outflows of S\$0.3m and income tax paid of S\$0.1m. The net working capital outflows were mainly due to the decrease in trade and other payables.
- Net cash generated from financing activities of S\$8.3m was attributed to gross proceeds from issuance of new shares pursuant to IPO less share issue expenses, amounting to S\$10.3m; offset by repayment of the amounts due to related parties, amounting to S\$0.6m, and (iii) dividends paid, amounting to S\$1.4m.



THANK YOU

*The Company*



**ASIAN HEALTHCARE SPECIALISTS LIMITED**

(Company Registration No. 201727543R)  
 (Incorporated in the Republic of Singapore)  
 Tel: (65) 6581 7388

*Sponsor*



**RHT CAPITAL PTE. LTD.**

(Company Registration No. 201109968H)  
 (Incorporated in the Republic of Singapore)