



# Alliance Healthcare

Investor Presentation

14<sup>th</sup> Sept 21



*Transforming Healthcare Delivery*

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# Transforming The Delivery of Healthcare Services

**1 Group | 5 Business Segments**



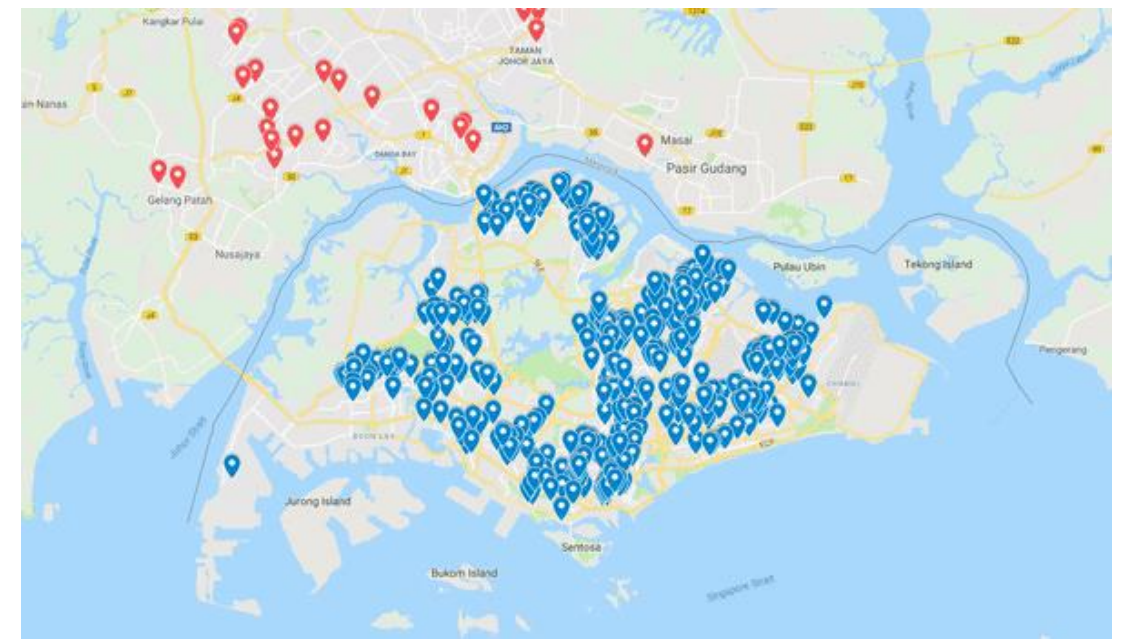


# Managed Healthcare Solutions



>1,000 Medical Services Providers

<b>GPs</b> 	<b>Specialist</b> 	<b>Dental</b> 	<b>Physio</b> 
<b>TCM</b> 	<b>Oncology</b> 	<b>Dialysis</b> 	<b>GRH<sup>^</sup></b> 

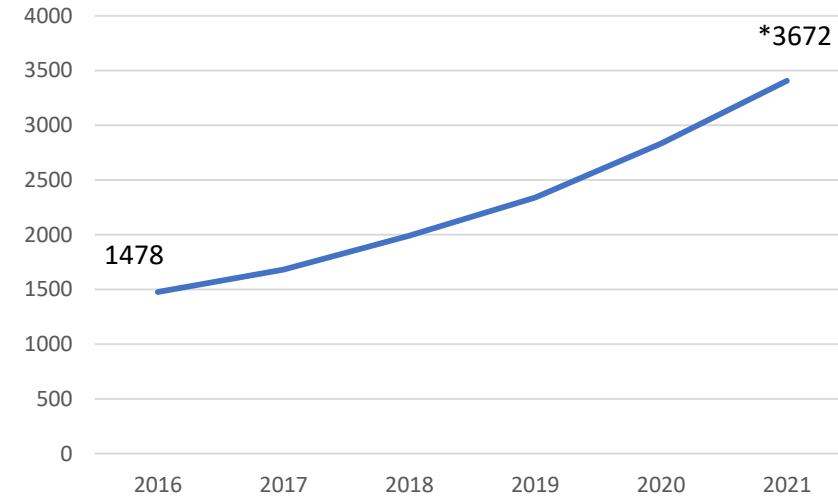


\*Cashless facilities  
^Government restructured hospital

# Managed Healthcare Solutions

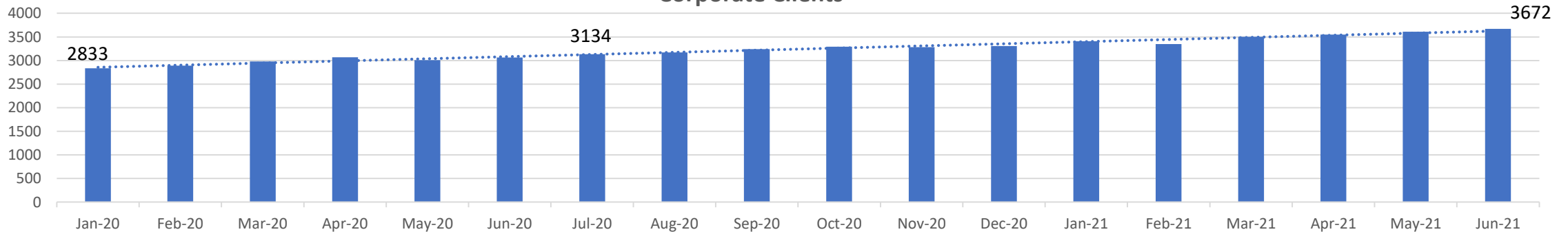


### Corporate Clients



\* As at 30 June 2021

### Corporate Clients





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



# Digital Healthcare Solutions

## AllyTele – Alliance Tele-advisory

Supported by the Health Professionals



GPs  
Acute/Chronic



Nutritionists  
Dietary Advisory



Psychologists  
Mental Wellness



Nurses  
Home Care





Improving Connectivity





# FINANCIAL HIGHLIGHTS

## DEFINITIONS

*“FY2019”: Financial year ended 30 June 2019*

*“FY2020”: Financial year ended 30 June 2020*

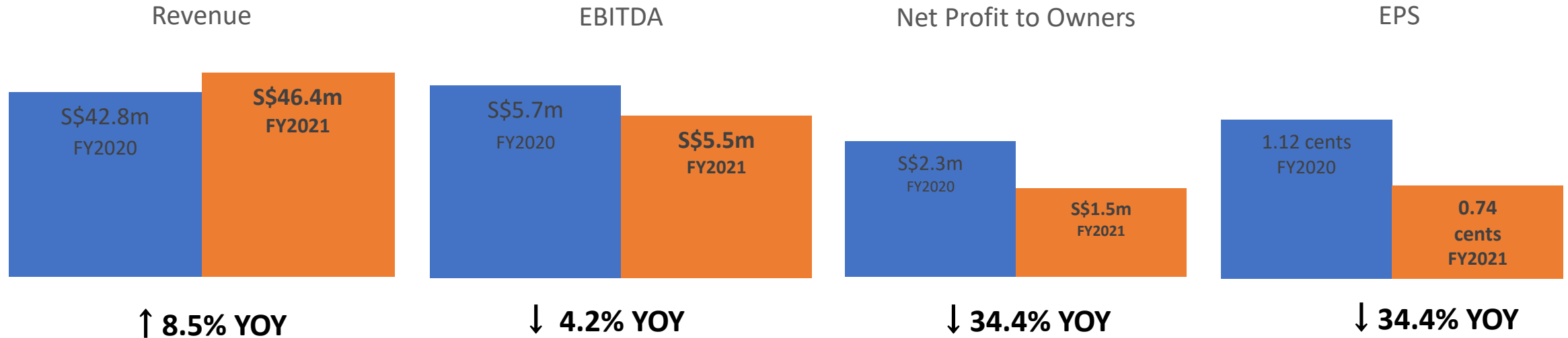
*“FY2021”: Financial year ended 30 June 2021*

*“1H FY2021”: Period from 1 July 2020 to 31 December 2020*

*“2H FY2021”: Period from 1 January 2021 to 30 June 2021*

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# Results for FY2021

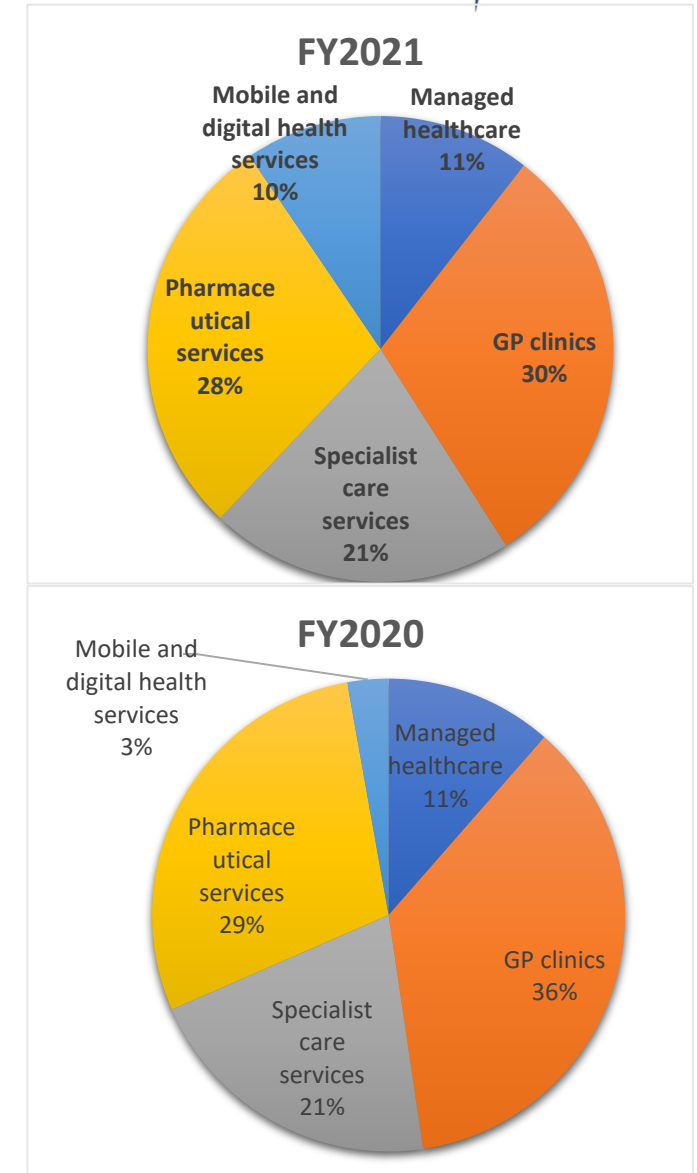
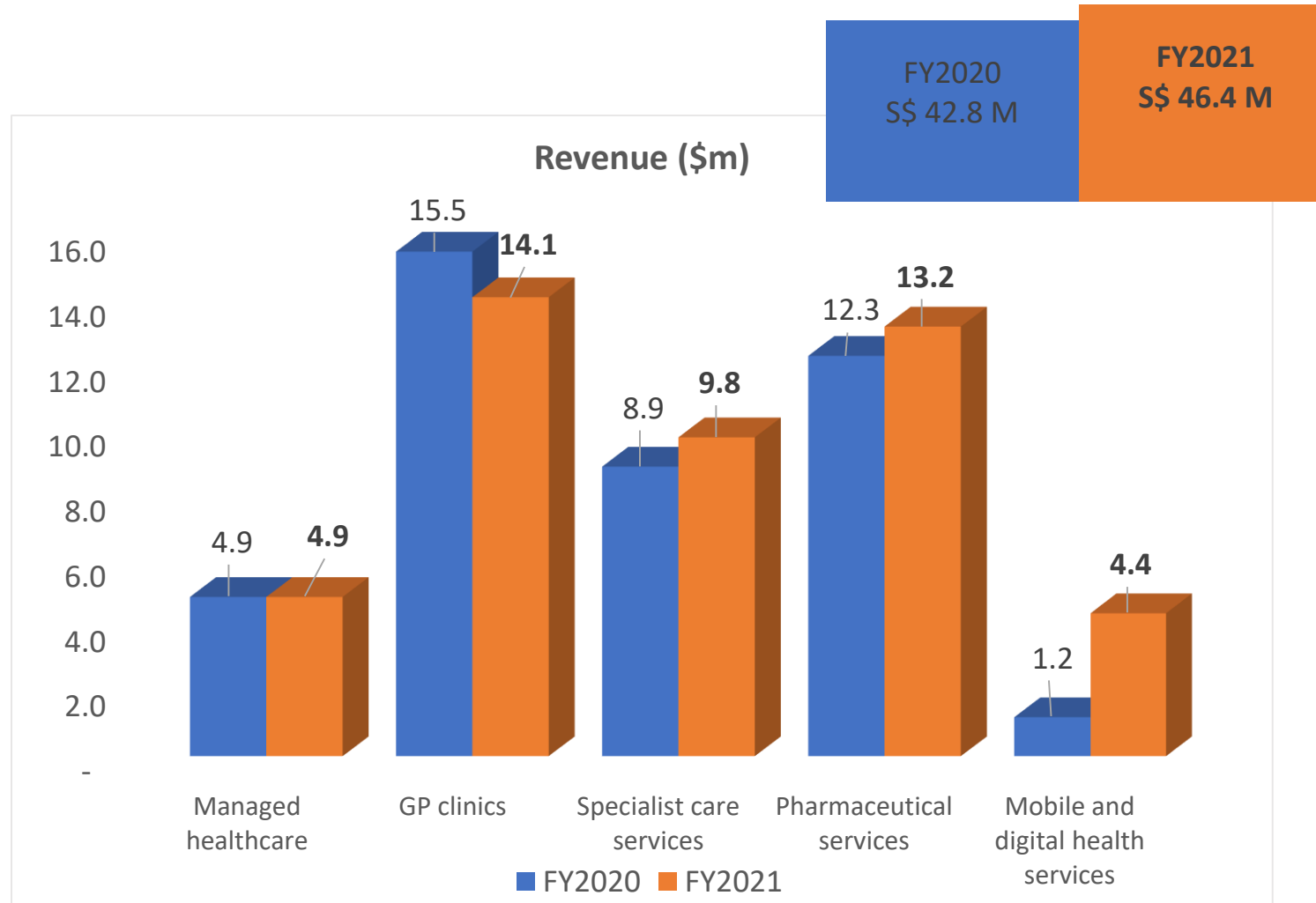


*EBITDA= Profit before tax + Finance costs -Interest income + Depreciation & Amortization*

## Financial performance

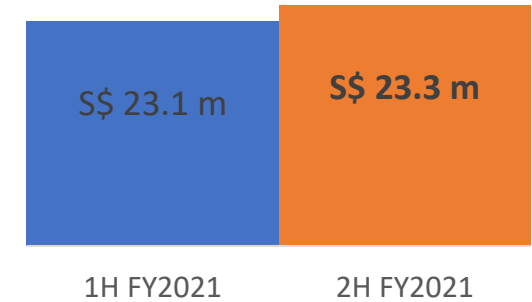
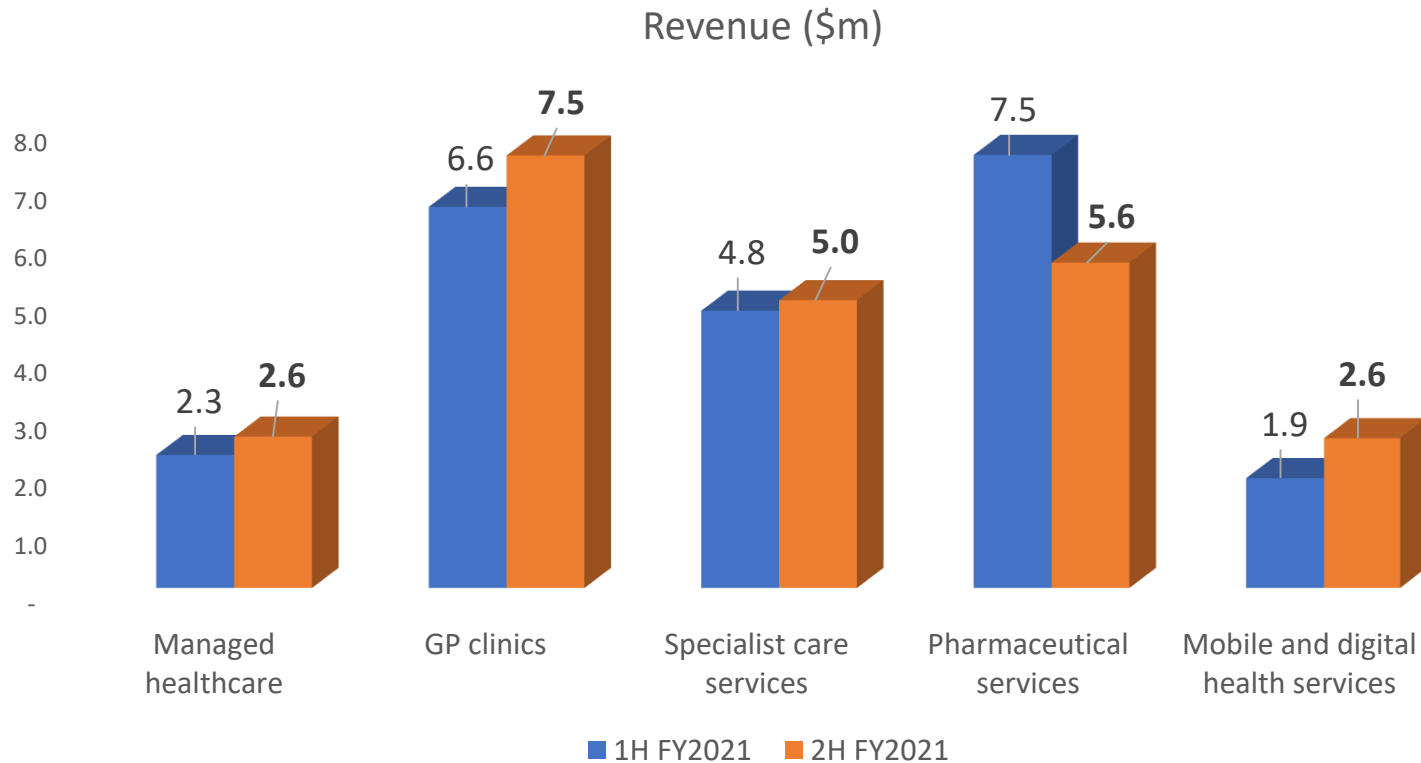
- Higher revenue attributable to higher revenue from pharmaceutical services business segment and specialist care services business segment as well as the full-year revenue contribution from the mobile and digital health services business segment. Offset by lower revenue from GP clinics services business segment which was affected by the COVID-19 pandemic.
- Lower profit to owners was due to the impact of COVID-19 on the affected business segments, i.e. GP Clinic service business segment and managed healthcare solutions business segment
- EPS for FY2021 of 0.74cts (FY2020: 1.12cts)

# Revenue for FY2021





# Revenue 2H 2021 vs 1H 2021

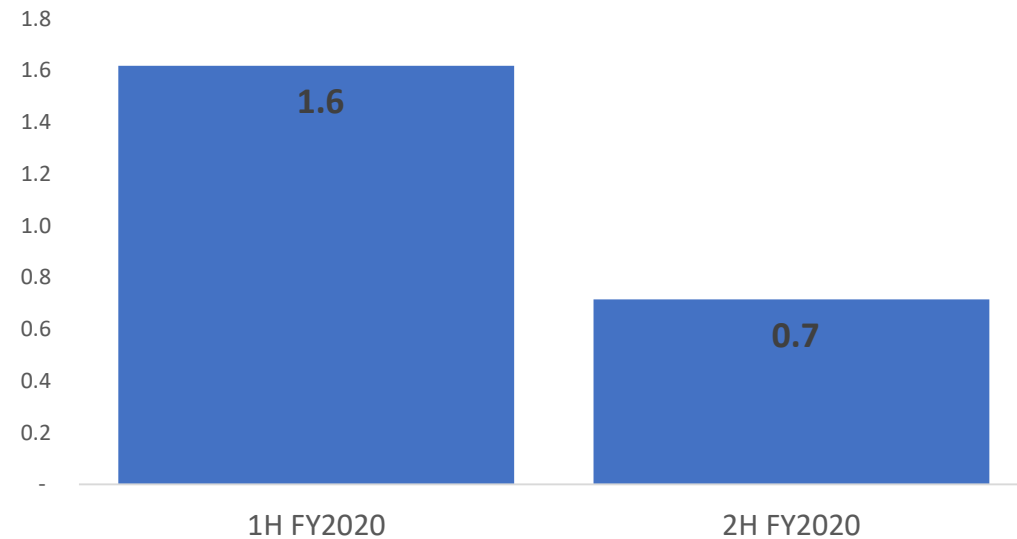


## Increased revenue in 2H2021 is mainly due to:

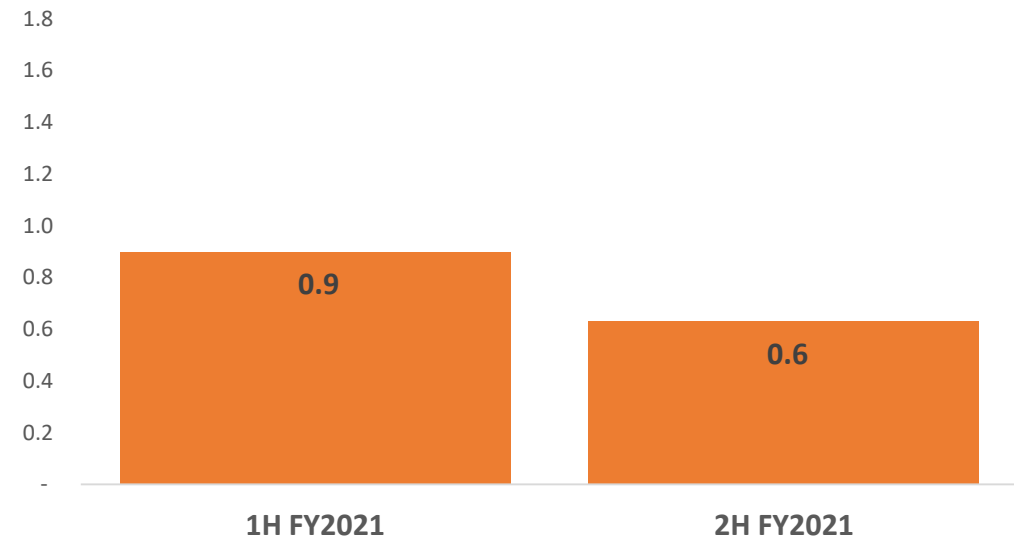
- S\$0.3 million increase from management healthcare solutions;
- S\$0.9 million increase from GP clinics
- S\$0.2 million increase from specialist care services;
- S\$0.7 million increase from mobile and digital health services; offset by
- S\$1.9 million decrease in pharmaceutical services.

# Net Profit to Owners

FY2020 Net Profit to Owners (S\$2.3m)

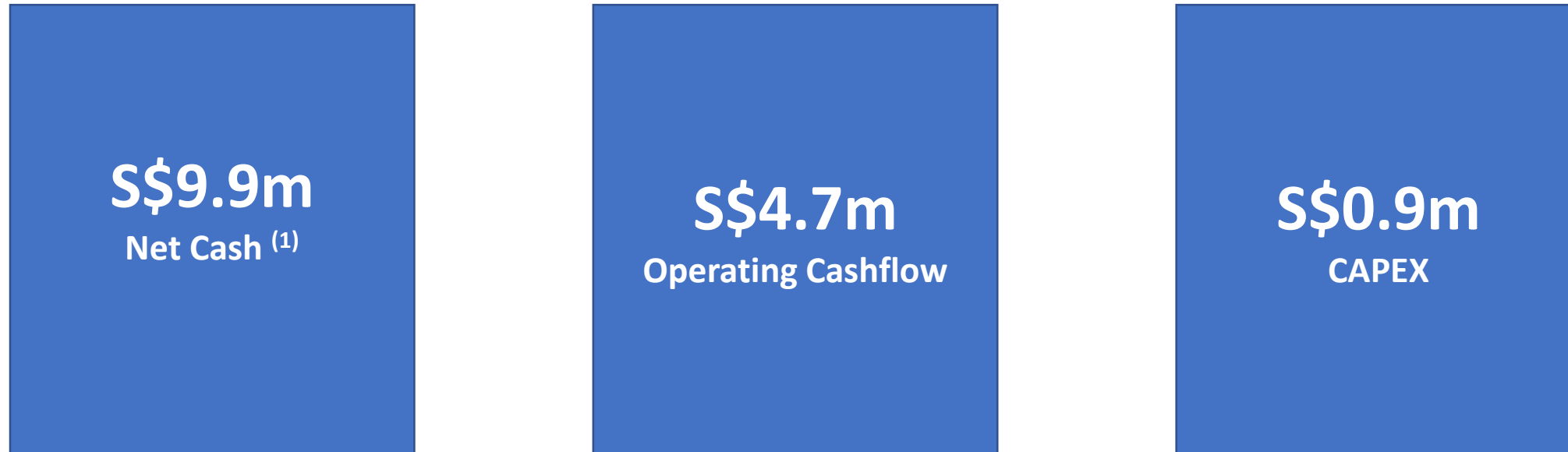


FY2021 Net Profit to Owners (S\$1.5m)



Net Profit Attributable to owners decreased by S\$0.8 million from S\$2.3 million in FY2020 to S\$1.5 million in FY2021. Mainly due to the Covid – 19 pandemic which adversely impacted the business of the Group.

# Results for FY2021



*(1) Cash less loans and borrowings*

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

- Net asset value per share 9.52 cts as at 30 June 2021 (9.15 cts as at 30 June 2020)



# Historical Financials

S\$m	FY2019	FY2020	FY2021
<b>Financials</b>			
Revenue	36.5	42.8	<b>46.4</b>
Adjusted EBITDA <sup>(1)</sup>	3.5	5.7	<b>5.5</b>
Adjusted EBIT <sup>(2)</sup>	2.6	3.3	<b>2.6</b>
Net profit to owners	0.3	2.3	<b>1.5</b>
Adjusted Net profit to owners <sup>(3)</sup>	1.6	2.3	<b>1.5</b>
<b>Margins</b>			
Adjusted EBITDA <sup>(1)</sup>	9.5%	13.4%	<b>11.8%</b>
Adjusted EBIT <sup>(2)</sup>	7.2%	7.7%	<b>5.6%</b>
Net profit to owners	0.9%	5.5%	<b>3.3%</b>
Adjusted Net profit to owners <sup>(3)</sup>	4.3%	5.5%	<b>3.3%</b>
<b>Yoy growth</b>			
Revenue	8.0%	17.2%	<b>8.5%</b>
Adjusted EBITDA <sup>(1)</sup>	-23.5%	65.2%	<b>-4.2%</b>
Adjusted EBIT <sup>(2)</sup>	-25.8%	25.3%	<b>-20.3%</b>
Net profit to owners	-89.7%	635.1%	<b>-34.4%</b>
Adjusted Net profit to owners <sup>(3)</sup>	-49.6%	50.3%	<b>-34.4%</b>

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

<sup>(2)</sup> Adjusted EBIT = Adjusted EBITDA – Depreciation & Amortisation + One off expenses

<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



S\$m	FY2019	FY2020	FY2021
Cash and cash equivalents	14.3	16.3	<b>16.7</b>
Current assets	26.2	29.7	<b>33.2</b>
<b>Total assets</b>	<b>35.5</b>	<b>45.6</b>	<b>49.1</b>
Loans and borrowings (current)	1.2	2.1	<b>1.8</b>
Loans and borrowings (non-current)	4.0	5.5	<b>5.0</b>
Current liabilities	15.1	19.2	<b>21.9</b>
<b>Total liabilities<sup>(1)</sup></b>	<b>19.2</b>	<b>26.2</b>	<b>28.6</b>
Equity, attributable to owners of the parent	16.7	19.0	<b>19.8</b>

<sup>(1)</sup> Includes lease liabilities of S\$3.1m and S\$2.9m as at 30 June 2021 and 30 June 2020 respectively

# Net Operating Cashflow & Financial Ratios



CASHFLOW	FY2019	FY2020	FY2021
Net Operating Cashflow (S\$m)	2.9	4.2	<b>4.7</b>

RATIOS	FY2019	FY2020	FY2021
Current Ratio (times)	1.7	1.6	<b>1.5</b>
Gearing Ratio (times)	0.3	0.4	<b>0.3</b>
NAV per share (SGD cents)	8.03	9.15	<b>9.52</b>
EPS (SGD cents)	0.15	1.12	<b>0.74</b>





Thank you

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