

# Raffles Medical Q3 earnings soar 60.5% to \$6.55m

By **LYNETTE KHOO**

BESIDES record revenue for the third quarter, Raffles Medical Group saw its net profit for the three months ended Sept 30 surge 60.5 per cent from a year ago to \$6.55 million.

Group revenue hit \$43.84 million, up from \$35.02 million, with broad-based growth across its healthcare and hospital services divisions.

The strong local economy and the growth in the region have benefited its healthcare services segment, which grew 12.1 per cent with improving margins from both RafflesMedical network of family clinics and International Medical Insurers (IMI) as more companies invest in corporate healthcare needs of their staff, it said.

Its hospital arm, Raffles Hospital, achieved a 35.7 per cent Q3 growth, with strong demand from local and international patients.

“Increased patient load

further enhances its operating efficiencies and margins,” the group said. “With the recent acquisition and resultant full ownership of the hospital building, Raffles Hospital will be able to benefit from the greater flexibility to optimise the use of hospital and clinic space.”

The group completed its acquisition of the remaining 50 per cent in Capitaland-Raffles Properties Pte Ltd, which owns the Raffles Hospital building, in September.

For the first nine months of this year, the group more than doubled its net profit to \$26.42 million from \$10.77 million as revenue rose 24.5 per cent to \$122.92 million. It expects to continue to perform well for the rest of this year.

With its newly formed RafflesHospital International arm, the group’s international activities are also slated to grow. It is now looking at hospital consultancy

and management. Also in the pipeline is training. It is also actively seeking opportunities in China. “Other countries where we are considering growth opportunities include India, Vietnam and Malaysia,” it said.

It also aims to continue to grow its local businesses, where it still derives the majority of growth.

In Singapore, RafflesHospital can look forward to collaborations with Pfizer in therapeutic research areas. Pfizer has set up Singapore’s biggest clinical research unit at RafflesHospital costing \$67 million.

RafflesMedical will also start a new 24-hour comprehensive multi-disciplinary medical centre at Terminal 3 of the Changi International Airport in January next year, in addition to its exclusive medical centres at Terminal 1 and 2 and the Cargo Complex.

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*Get the link to the group’s financial results at [www.businesstimes.com.sg](http://www.businesstimes.com.sg)*