

Result Announcement for Q1 2019 (unaudited figures S\$'000)

| | Q1 2019 (S\$'000) | Q1 2018 (S\$'000) | % change |
|----------------------------------|----------------------|----------------------|-------------|
| Revenue | 128,291 | 120,189 | 6.7 |
| EBITDA | 23,636 | 23,267 | 1.6 |
| Operating Profit | 17,107 | 18,891 | (9.4) |
| Profit After Tax | 13,727 | 15,466 | (11.2) |
| PATMI | 13,649 | 15,812 | (13.7) |
| Diluted Earnings per Share (cts) | 0.76 | 0.89 | (14.6) |
| Net Assets Value per Share (cts) | 45.52 | 44.54 * | 2.2 |

* As at 31 December 2018

Highlights of Q1 2019 Performance

- Group achieved **6.7%** growth in revenue to **S\$128.3 million**
- Excluding the results of RafflesHospital Chongqing, the EBITDA would have been **S\$25.4 million**, an increase of **9.3%** instead of **1.6%**
- Revenue from Healthcare Services Division increased by **8.9%**
- Revenue from Hospital Services Division increased by **3.2%**
- Healthy cash position of **S\$111.8 million**
- **RafflesHospital** ranked the highest in customer satisfaction among private hospitals in CSISG 2018

MEDIA RELEASE

RafflesMedicalGroup Recorded Revenue Growth of 6.7% for Q1 2019 RafflesHospital Ranked the Highest in Customer Satisfaction Among Private Hospitals in CSISG 2018

Singapore, 29 April 2019 – **RafflesMedicalGroup** (the Group), a leading integrated healthcare organisation in Asia, registered a revenue growth of **6.7%** from **S\$120.2** million in Q1 2018 to **S\$128.3** million in Q1 2019.

Revenue for Healthcare Services division and Hospital Services division grew by **8.9%** and **3.2%** respectively. Increase in revenue from Healthcare Services division was contributed mainly by new insurance clients, Primary Care Network (PCN) Scheme and projects. The growth in revenue from the Hospital Services division was contributed mainly by higher utilisation of inpatient capacities.

The Group's earnings before interest, taxes, depreciation and amortisation (EBITDA) increased by **1.6%** from **S\$23.3** million in Q1 2018 to **S\$23.6** million for Q1 2019. The net profit after tax decreased to **S\$13.7** million in Q1 2019, due to start-up costs for **RafflesHospital Chongqing**. On a comparable basis, excluding the results of **RafflesHospital Chongqing**, the Group's net profit after tax would have grown by **2.1%** instead of a decrease of **11.2%**, and EBITDA would have been **S\$25.4** million – an increase of **9.3%** as compared to Q1 2018. The gestation loss for **RafflesHospital Chongqing** is within expectation.

The continued strong operating cashflows generated from the Group's business operations contributed to a healthy cash position of **S\$111.8** million. This was after accounting for the payment of **S\$26.5** million for fixed assets under development as well as capital expenditure for business expansion in the first quarter of this year.

The current financial year's results are in line with the Directors' expectations as disclosed in the Group's full year 2018 results announcement.

Since **RafflesHospital Chongqing** opened its doors on 2 January 2019, it has embarked on outreach programmes to companies, embassies and business associations. Concurrently, it

RafflesMedicalGroup

has rolled out a series of marketing campaigns to raise brand awareness in Chongqing. This included co-sponsoring the Chongqing International Marathon, an international sporting event that attracts about 30,000 runners and widely covered by the media.

RafflesHospital Singapore officially opened the adjoining **RafflesSpecialistCentre** by Deputy Prime Minister Tharman Shanmugaratnam on 12 March 2019. The complex, which offers ambulatory and inpatient services from 31 different specialties, positions the Group's flagship hospital as a one-stop healthcare hub; enabling it to provide quality care seamlessly to local and international patients, and corporate partners.

In the Customer Satisfaction Index of Singapore's (CSISG) full year 2018 results released in March 2019, **RafflesHospital Singapore** was ranked the top position for attaining a score of 75.1. This is also above the national score of 72.0 for the private hospitals category for customer satisfaction.

RafflesMedical was awarded a new tender to provide institutional medical services under the Ministry of Social & Family Development (MSF). Another eight **RafflesMedical** clinics were added to the current panel of 40 Primary Care Network (PCN) clinics to enhance convenience to more patients in the heartlands for chronic disease care.

RafflesHealthinsurance is enhancing its overall value proposition by providing its clients with a seamless experience through the digital platform – **RafflesConnect**. The digital solution allows clients to submit and check their claims' status online. It also enables patients to make appointment with their doctors, access to tele-consultation service and personalised health information.

While construction of **RafflesHospital Shanghai**, in Pudong, is underway, preparatory works for commissioning and operational phase has begun in Singapore.

Based on the current economic conditions and barring unforeseen circumstances, the Directors expect the Group to grow its revenue and remain profitable in 2019, notwithstanding the expected gestation loss for **RafflesHospital Chongqing**.

“The opening of **RafflesHospital Chongqing** marks the beginning of a bold new venture into the Chinese healthcare market of 1.4 billion people, and it will provide the Group with unlimited opportunities to expand its services,” said Dr Loo Choon Yong, Executive Chairman, **RafflesMedicalGroup**.

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About Us

RafflesMedicalGroup (SGX: BSL) is a leading integrated private healthcare provider in the region, providing comprehensive services from primary to tertiary care.

RafflesMedical clinics form one of the largest networks of private family medicine and health screening centres in Singapore.

RafflesHospital, the flagship of Raffles Medical Group, is a private tertiary hospital located in the heart of Singapore offering a wide range of specialist medical and diagnostic services for both inpatients and outpatients. Representing more than 30 disciplines, our team of specialists constitutes a group practice combining sub-specialty expertise and teamwork to ensure optimal, affordable and high quality care for our patients. The Group also has representative offices and patient liaison offices in Indonesia, Vietnam, Cambodia, Brunei, Bangladesh and the Russian Far East, as well as associates throughout the Asia-Pacific region.

RafflesMedical International operates medical facilities beyond Singapore in 14 cities across China, Japan, Vietnam and Cambodia, including an international hospital in Chongqing and a second hospital under construction in Shanghai.

RafflesDental is a team-based multispecialty dental group in Singapore and China.

RafflesHealthinsurance provides healthcare insurance to corporate and individual clients.

For more information, please refer to our website at www.rafflesmedicalgroup.com.