

## Audited Results Announcement For Year Ended 2010

	2010 (S\$'000)	2009 (S\$'000)	% change
<b>Revenue</b>	239,123	218,610	<b>9.4</b>
<b>EBITDA*</b>	56,955	51,620	<b>10.3</b>
<b>Operating Profit</b>	52,969	45,277	<b>17.0</b>
<b>Profit Before Tax</b>	53,096	45,047	<b>17.9</b>
<b>Profit After Tax</b>	45,482	38,033	<b>19.6</b>
<b>Diluted Earnings per Share (cts)</b>	8.51	7.22	<b>17.9</b>
<b>Net Asset Value per Share (cts)</b>	54.46	48.04	<b>13.4</b>

*\* Excluded revaluation gain of properties in 2010 (\$3m) and 2009 (\$0.6m).*

### Highlights of 2010 Performance

- Profit after tax grew **19.6%** to **S\$45.5 million**
- Group achieved **9.4%** growth in revenue to a record **S\$239.1 million**
- Profit from operating activities increased to **S\$53.0 million**
- Revenue from Hospital Services division increased by **12.1%**
- Revenue from Healthcare Services division grew **6.1%**

### Special Development

- Raffles buys 7 storey podium block of Thong Sia Building for **S\$92.08 million**
- Property will be converted to a Specialist Medical Centre

## **MEDIA RELEASE**

### ***RafflesMedicalGroup***

- ***RafflesMedicalGroup* Enters 35<sup>th</sup> Year of Healthcare Delivery on a High Note**
- **Purchases Property at Orchard Road for Specialist Medical Centre**

**Singapore, 21 February 2011** – Announcing another record breaking financial performance in 2010, ***RafflesMedicalGroup***, (the “Group”), a leading integrated private healthcare provider in Singapore and the region, looks set to celebrate its 35<sup>th</sup> year with plans to open a Specialist Medical Centre in the heart of the shopping and tourist belt of Orchard Road.

The Group successfully tendered for a 7 storey freehold podium/commercial block of Thong Sia Building (the “Property”) at 30 Bideford Road in Singapore for a purchase consideration of S\$92.08 million. The purchase is expected to be completed by end April 2011, and will be financed with a combination of internal funds and bank financing.

The Group intends to establish a Specialist Medical Centre (the “Centre”) in the 42,668 square feet freehold property when existing tenancies expire in 2012 and 2013. The Centre will have the following services and facilities: 24-hour Emergency Care Centre, Health Screening Centre, Radiology and Imaging Centre, Medical Laboratory, Fertility Centre, Cancer Centre, Dental Centre and clinics for Obstetrics and Gynaecology, Paediatrics, Cardiology, General Surgery, Orthopaedic Surgery, Ophthalmology, ENT Surgery, Dermatology and Medical Aesthetics.

***RafflesMedicalGroup*** has a significant number of patients who live in Districts 9, 10 and 11. These patients would find the Centre to be a convenient location to access the comprehensive and integrated medical services offered by the Group. The area is also well known as a foreign visitor hub, and the Centre is well-placed to provide medical services for such visitors.

Financially, the Group's revenue grew **9.4%** from **S\$218.6 million** for financial year 2009 to **S\$239.1 million** for 2010. All divisions contributed positively to the growth in revenue with Hospital Services and Healthcare Services divisions growing **12.1%** and **6.1%** respectively.

A higher patient load, wider range of medical specialties, continued improved operating efficiencies and the recruitment of more specialist consultants saw profit from operating activities increase by **17.0%** from **S\$45.3 million** in 2009 to **S\$53.0 million**.

Profit after tax for the Group grew **19.6%** from **S\$38.0 million** in 2009 to **S\$45.5 million** in 2010. Profit after tax would have grown by **22.9%** if the impact of jobs credit grants and revaluation gains of investment property were to be excluded.

As at 31 December 2010, the Group had a healthy net cash position of **S\$84.6 million**.

**RafflesMedical** continued to expand and develop its network of family medicine clinics and corporate client group in 2010. With the opening of new clinics at One Marina Boulevard, Changi Business Park, MapleTree Business City and NEX, staff of corporate clients can expect greater convenience and accessibility to medical care. The existing clinics at Ogilvy Centre and Clementi were relocated to Robinson Point and Blk 431 Clementi Avenue 3 respectively.

In addition to comprehensive family medicine services, the islandwide network of **RafflesMedical** clinics placed greater emphasis on health screening, chronic disease care and vaccination services, reflecting greater national efforts in these areas in recent times.

Beyond its shores, Raffles started the management of **RafflesMedical Shanghai** from June 2010. Providing safe and professional medical and dental care to expatriates and the local population in Shanghai, its initial reception has been promising.

To keep pace with the evolving medical needs of its patients, **RafflesHospital's** pool of experts expanded as new specialists from anaesthesiology, cardiology, dentistry, dermatology, diagnostic radiology, geriatric medicine, infectious diseases, medical oncology, oral & maxillofacial surgery, respiratory medicine and urology were

recruited. New centres and clinics like the **RafflesUroRenal** Centre, Pain Management Centre, and Infectious Diseases Clinic were set up allowing the hospital to develop new clinical services, programmes and competencies. The focus on quality and value-driven curative healthcare services will continue and is expected to contribute positively to the Group's performance.

**RafflesHospital** established new liaison offices and business associates in Cambodia, Myanmar, Pakistan and Turkey, as well as in the secondary cities of Indonesia, Malaysia, Russia, Vietnam and Bangladesh.

As the Hospital celebrates its 10<sup>th</sup> anniversary, it will undergo a major facelift as announced earlier. The architectural consultants are finalising the design scheme for the 102,408 square feet expansion and discussing with the authorities on the relevant submissions. Construction work should start in the second half of 2011.

"2010 has been a good year for **Raffles**," said Dr Loo Choon Yong, Executive Chairman of **RafflesMedicalGroup**, "As we celebrate our 35<sup>th</sup> anniversary, we are confident that our track record together with the demand for quality healthcare will see Raffles grow both in Singapore and the region. The investment in the new specialist medical centre at Orchard Road, together with the expansion of Raffles Hospital, is a vote of confidence by the Group in the bright prospects of Singapore healthcare."

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**RafflesMedicalGroup (SGX: RafflesMG)** is a leading integrated private healthcare provider in Singapore and the region.

**RafflesMedical** clinics form one of the largest network of private family medicine centres in Singapore. We also operate a clinic network in Hong Kong and a medical centre in Shanghai.

**RafflesHospital**, the flagship of Raffles Medical Group, is a private tertiary hospital located in the heart of Singapore. We offer 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. We also have representative offices in Indonesia, Vietnam, Cambodia, Brunei, Bangladesh and the Russian Far East, as well as associates throughout the Asia-Pacific region.

**International Medical Insurers** provides healthcare insurance to corporate and individual clients.

For more information, please refer to our website at [www.rafflesmedicalgroup.com](http://www.rafflesmedicalgroup.com).