

**Audited Result Announcement  
For Year Ended 2013**

	<b>2013 (S\$'000)</b>	<b>2012 (S\$'000)</b>	<b>% change</b>
<b>Revenue</b>	340,989	311,633	9.4
<b>Operating Profit</b>	94,327	66,355	42.2
<b>Profit Before Tax</b>	95,238	66,585	43.0
<b>Profit After Tax</b>	85,295	57,209	49.1
<b>Diluted Earnings per Share (cts)</b>	15.24	10.42	46.3
<b>Net Assets Value per Share (cts)</b>	85.31	71.29	19.7

**Highlights of 2013 Performance**

- Group achieved **9.4%** growth in revenue to a record **S\$341.0 million**
- Profit after tax grew **49.1%** to **S\$85.3 million**
- Revenue from Hospital Services Division increased by **12.4%**
- Revenue from Healthcare Services Division grew **6.2%**
- Healthy cash position of **S\$265.9 million**
- Dividend growth of **11.1%**

## **MEDIA RELEASE**

***RafflesMedicalGroup***

### ***RafflesMedicalGroup* Announces Record Revenue of S\$341 Million Net Profit Jumps 49.1%**

Singapore, 24 February 2014 – ***RafflesMedicalGroup*** (“Group”), a leading integrated private healthcare provider in Singapore and the region, registered a **9.4%** growth in revenue, from **S\$311.6** million in 2012 to a record high of **S\$341.0** million in 2013. Both Hospital Services and Healthcare Services divisions continued to do well, registering revenue growth of **12.4%** and **6.2%**.

The growth in revenue from medical services was due to more specialists joining the hospital, higher patient load and greater patient acuity, increased contributions from overseas operations and the provision of more healthcare insurance services.

Net profit after tax for the financial year ended 31 December 2013 was a record high of **S\$85.3** million, a **49.1%** increase from the profit after tax of **S\$57.2** million in 2012. This was contributed by strong revenue growth coupled with improved operating leverage and operational efficiencies, as well as revaluation gain and the disposal of the subsidiary that owned the property at 30 Bideford Road.

As at 31 December 2013, the Group had an exceptionally strong cash position of **S\$265.9** million. This cash position will support the Group’s growth and expansion plans.

The Directors are recommending a final dividend of **4.0** cents per share amounting approximately to **S\$22.2** million. Including the 1.0 cents interim dividend given out in August 2013, total dividend for the financial year ended 31 December 2013 would amount to **5.0** cents per share, an increase of **0.5** cent (11.1%) as compared to 2012.

***RafflesHospital*** performed well in 2013 registering strong growth in patient numbers and revenue. With the recent refurbishment of the external facade and internal facilities, the hospital will maximise the existing space for growth in clinical services, leading up to the opening of the hospital extension in 2016. Meanwhile, the hospital will be stepping up its investment in advanced technologies to maintain its position as a premier private hospital delivering high quality healthcare.

The Group agreed on 21 January 2014 to acquire from the Singapore Land Authority a land site, adjacent to **RafflesHospital**, of 1,978.10 m<sup>2</sup> with a plot ratio 5.6. This, together with the additional gross floor area from the provisional permission obtained from the Urban Redevelopment Authority in July 2010 to increase the plot ratio on the Hospital's existing land from 4.2 to 5.6, will be used to expand **RafflesHospital's** healthcare facilities and services on the adjacent site.

The extension will allow for development of new medical centres, including a number of centres of excellence, a healthcare training institute, clinical research, as well as adding more beds in service. It will offer substantial opportunities for the hospital's expansion and growth over the next 10 years.

The Group also completed the acquisition of a 3-storey office building (formerly POSB Building) at Holland Village from DBS Bank Ltd on 14 January 2014. The building will be redeveloped into a 5-storey commercial building comprising medical clinics, retail shops, restaurants and car park. It will pave the way for the Group to expand medical and specialist services in an attractive location which can provide a good catchment for local and expatriate patients when the project is completed in 2016.

**RafflesMedical** expanded the number of medical centres under its umbrella in 2013. New clinics were opened at Whitesands, Bedok Mall and Jurong Point to serve new population regions in Singapore with medical and dental services. The premises at Jurong East regional centre was also expanded to provide a more comprehensive range of services to our patients at the new Jurong Gateway commercial hub.

**RafflesHealthScreeners** and **RafflesDental** introduced new medical equipment to improve patient care and patients' experience in the areas of imaging and dental restoration services respectively.

**RafflesMedical** continued to increase its corporate client portfolio in the hospitality, manufacturing, food & beverage, education as well as financial & governmental sectors. It also benefitted from the government-initiated Community Health Assistance Scheme ("CHAS"). Most of **RafflesMedical's** clinics are accredited to serve Singaporeans under the CHAS. **RafflesDental's** clinics joined the panel of CHAS clinics in 2013.

**RafflesHealthinsurance** achieved strong revenue growth in 2013. It launched a new marketing model, “**RafflesOne**” in collaboration with the Group’s Corporate Services department in the second half of 2013. It is a fully integrated, seamless healthcare service and healthcare financing proposition for corporate customers, in the area of Employee Benefits Solution. This model has yielded positive results, leading to the acquisition of several major accounts since its launch.

**RafflesHealthinsurance** also achieved a good take up rate for RHI-Bupa regional and global health products from Aviva’s policyholders who were affected by the latter’s decision to withdraw this portfolio from Singapore with effect from 1 December 2012.

Dr Loo Choon Yong, Executive Chairman of **RafflesMedicalGroup** says, “These are exciting times for Raffles. Other than the projects in Singapore, we are expanding our operations in China. These translate into a pipeline of growth for the Group for many years to come.”

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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.

**RafflesDental** is a team-based dental group in Singapore comprising of a specialist dental practice at Raffles Hospital and a network of general dental clinics.

**RafflesHealthinsurance** provides healthcare insurance to corporate and individual clients.

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