

## **Results Announcement for Q3 2012**

(unaudited figures S\$'000)

	Q3 2012 (S\$'000)	Q3 2011 (S\$'000)	% change
Revenue	78,737	69,099	13.9
EBITDA	17,059	16,283	4.8
Operating Profit	15,091	14,455	4.4
Profit Before Tax	15,162	14,379	5.4
Profit After Tax	12,659	11,831	7.0
Diluted Earnings per Share (cts)	2.29	2.18	5.0
Net Assets Value per Share (cts)	67.46	62.51*	7.9

<sup>\*</sup>As at 31 December 2011

## **Highlights of Q3 2012 Performance**

- Group achieved 13.9% growth in revenue to \$\$78.7 million
- Profit after tax grew 7.0% to \$\$12.7 million
- Revenue from Hospital Services Division increased by 14.5%
- Revenue from Healthcare Services Division grew 14.8%

## Raffles Medical Group Maintains Healthy Growth Despite Economic Slowdown

Singapore, 22 October 2012 – *RafflesMedicalGroup*, ("Group"), a leading integrated private healthcare provider in Singapore and the region, recorded double digit growth in revenue for Q3 2012.

The Group's revenue grew **13.9%** from **\$\$69.1** million in Q3 2011 to **\$\$78.7** million in Q3 2012. This was supported by strong revenue growth in Healthcare Services and Hospital Services divisions by **14.8%** and **14.5%** respectively.

The Group's net profit after tax grew **7.0%** from **\$\$11.8** million in Q3 2011 to **\$\$12.7** million in Q3 2012.

As at 30 September 2012, the Group had a healthy cash position of **\$\$88.0** million after payment of cash dividends of **\$\$9.1** million.

The Group continued to recruit specialists, doctors, nurses and support staff to meet business expansion needs. This, together with industry-wide salary increments in Q2 2012, saw staff costs increase by **16.8%** compared to Q3 2011.

**RafflesHospital** engaged new specialist consultants in Psychiatry, Radiology, Nuclear Medicine, ENT, Dermatology, and Periodontics to support the expansion of services and programmes. The hospital continues to draw both local and foreign patients as a result of its competitive pricing, strong brand equity and continuing drive to enhance the breadth and depth of its specialist offerings.

The Group is working with its team of consultants and the relevant government authorities on the extension of *RafflesHospital*. The additional space will allow the Group to increase the range and scope of specialist and clinical services at the hospital facility.

On the 30 Bideford Road project, the Group intends to work with the relevant authorities to

amend its plans, and hopes to resubmit a proposal that will be acceptable to the authorities.

Raffles Medical Clinics relocated Raffles HealthScreeners and Raffles Executive Medical

Centre from two separate locations at Raffles Hospital to a single co-located primary care

service on level 12. The facilities offer a one stop family medicine, as well as wellness and

health screening services, complete with its own dedicated radiology centre.

The healthcare industry will remain competitive in view of the additional beds being opened

in new public and private hospitals.

Dr Loo Choon Yong, Executive Chairman of RafflesMedicalGroup says, "We have

increasing numbers of patients, both local and foreign, coming to us for their healthcare

needs. Raffles is committed to providing them with high quality medical care and service at

reasonable rates. We will continue to bring in compassionate and caring doctors and

expand our hospital and clinics to meet their needs. We are also exploring opportunities to

develop more facilities in the region."

\*\*\*\*

For media queries, please contact:

Magdalene Lee (Ms)

Manager, Corporate Communication

Raffles Medical Group

Tel: 6311 1318

Mobile: 9673 7403

Email: lee magdalene@rafflesmedical.com

**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.

Raffles Hospital, 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.

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

Raffles HealthInsurance provides healthcare insurance to corporate and individual clients.

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