



TALKMED GROUP LIMITED

("TalkMed" or the "Company")

10th Annual General Meeting
20 April 2023

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This presentation contains certain financial information and results of operation, and may also contain certain projections, plans, strategies, and objectives of the Company which are not statements of historical fact but would constitute “forward-looking statements” that reflect the Company’s current views with respect to future events and financial performance. These views expressed herein are based on a number of estimates and current assumptions which are subject to business, economic and political uncertainties and contingencies, as well as various risks which are in many cases outside the control of the Company, and which may change over time and may cause the Company’s future results to be materially different than expected or indicated by such statements. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct. Such forward-looking statements are not guarantees of future performance and accordingly, the actual results, financial condition, performance or achievements of the Company may differ materially from those anticipated by the Company in the forward-looking statements. The information contained herein is current only as of its date and shall not, under any circumstances, create any implication that such information is correct as of any time subsequent to the date hereof or that there has been no change in the financial condition or affairs of the Company since such date. Opinions expressed herein reflect the judgment of the Company as of the date of this presentation and may be subject to change. This presentation may be updated from time to time and there is no undertaking by the Company to post any such amendments or supplements to this presentation. The Company will not be responsible for any consequences resulting from the use of this presentation, nor any undue reliance placed upon any opinion or statement contained herein.

Agenda

**Financial
performance**



Business/
corporate update
and outlook



Summary





PERFORMANCE REVIEW FOR THE GROUP⁽¹⁾

| For the year ended | 31 Dec 2022 ("FY22") S\$'m | 31 Dec 2021 ("FY21") S\$'m | % Increase/ (decrease) ⁽²⁾ |
|---------------------------------------|----------------------------------|----------------------------------|--|
| Revenue | 76.60 | 60.75 | 26.1% |
| Interest income | 0.88 | 0.33 | 165.2% |
| Other income | 0.30 | 1.62 | (81.5%) |
| Operating expenses | (37.69) | (33.94) | 11.0% |
| Impairment loss | (0.64) | - | n.m. |
| Finance costs | (0.35) | (0.39) | (11.5%) |
| Share of results of associate | (0.33) | (0.06) | 482.5% |
| Share of results of joint ventures | (1.92) | (1.02) | 88.9% |
| Profit before tax | 36.85 | 27.29 | 35.0% |
| Income tax expense | (7.86) | (5.86) | 34.1% |
| Profit after tax ("PAT") | 28.99 | 21.43 | 35.3% |

n.m. – Not meaningful

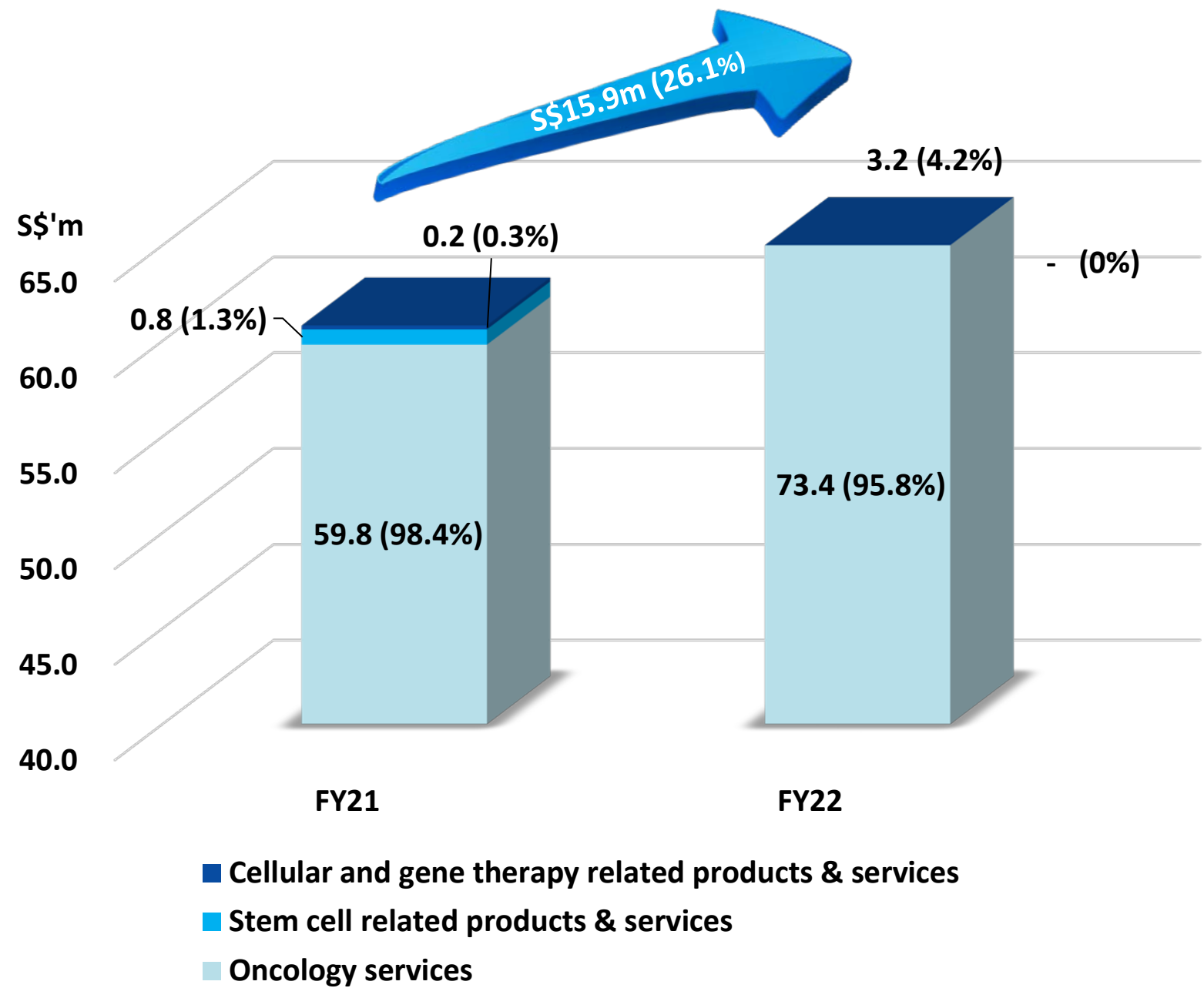
⁽¹⁾ Defined as the Company, its subsidiaries, joint ventures and associate company

⁽²⁾ Based on the Company's announcement dated 22 February 2023



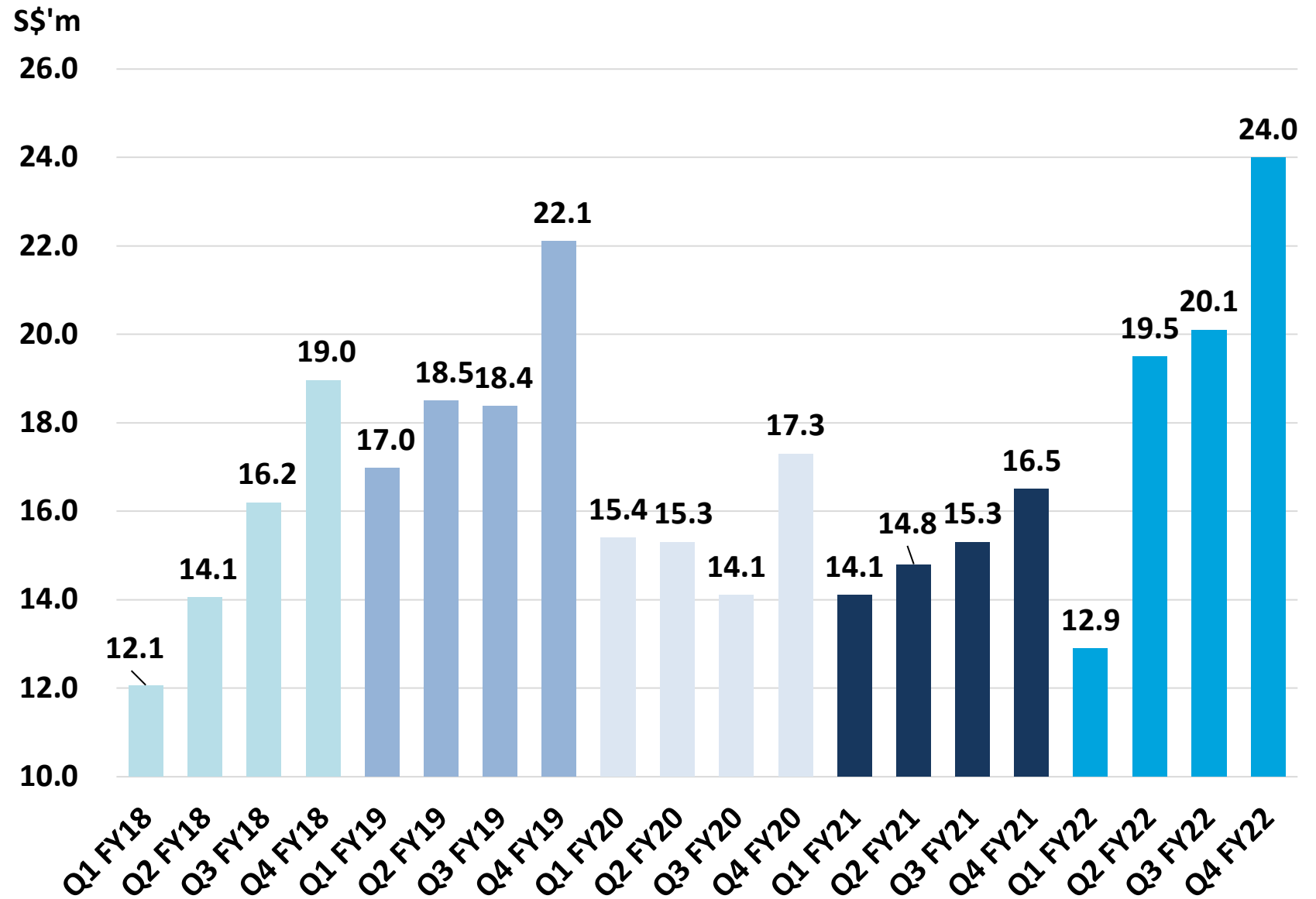
REVENUE BREAKDOWN

– FY2022 vs FY2021



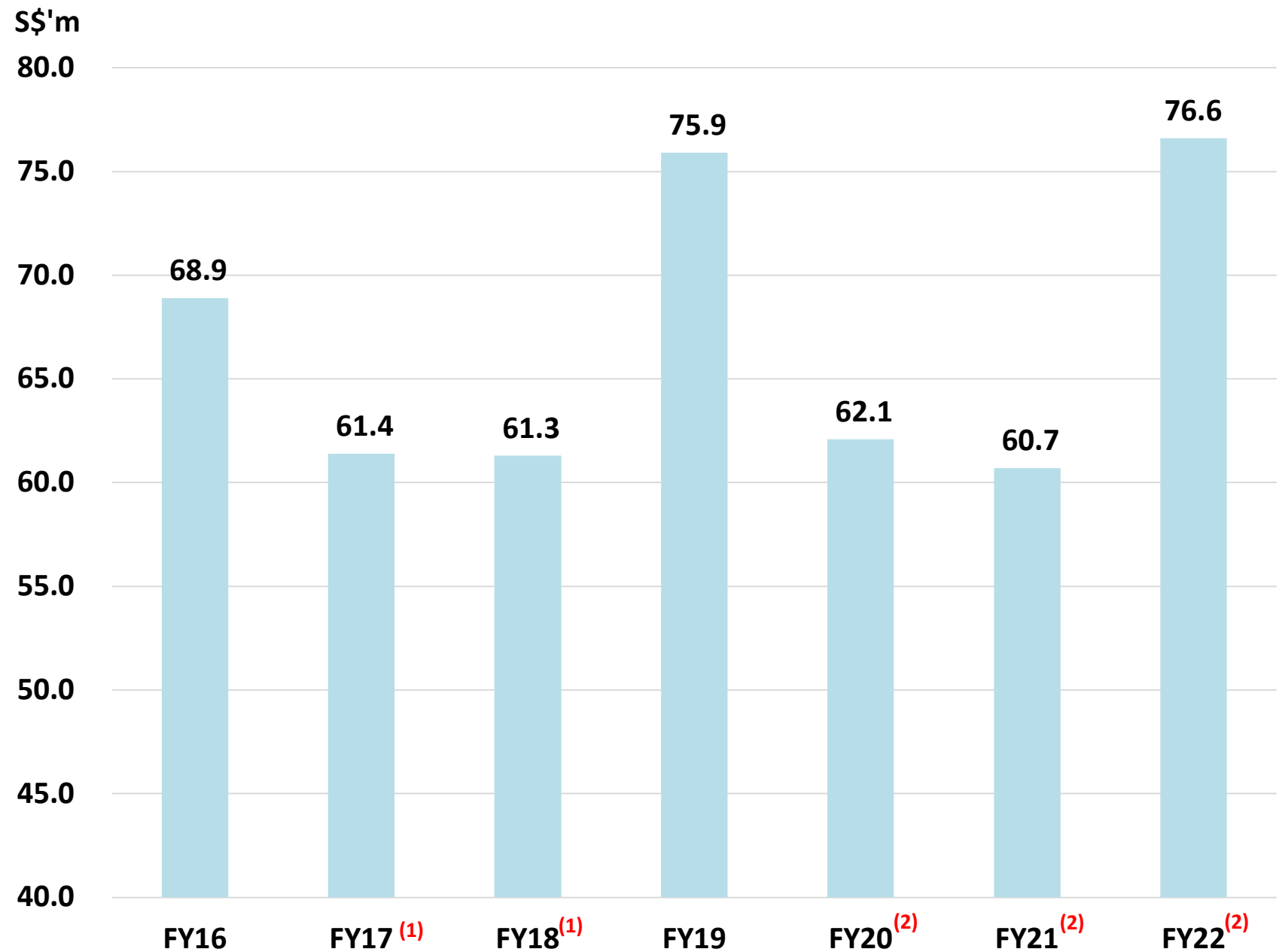


QUARTERLY REVENUE





YEARLY REVENUE



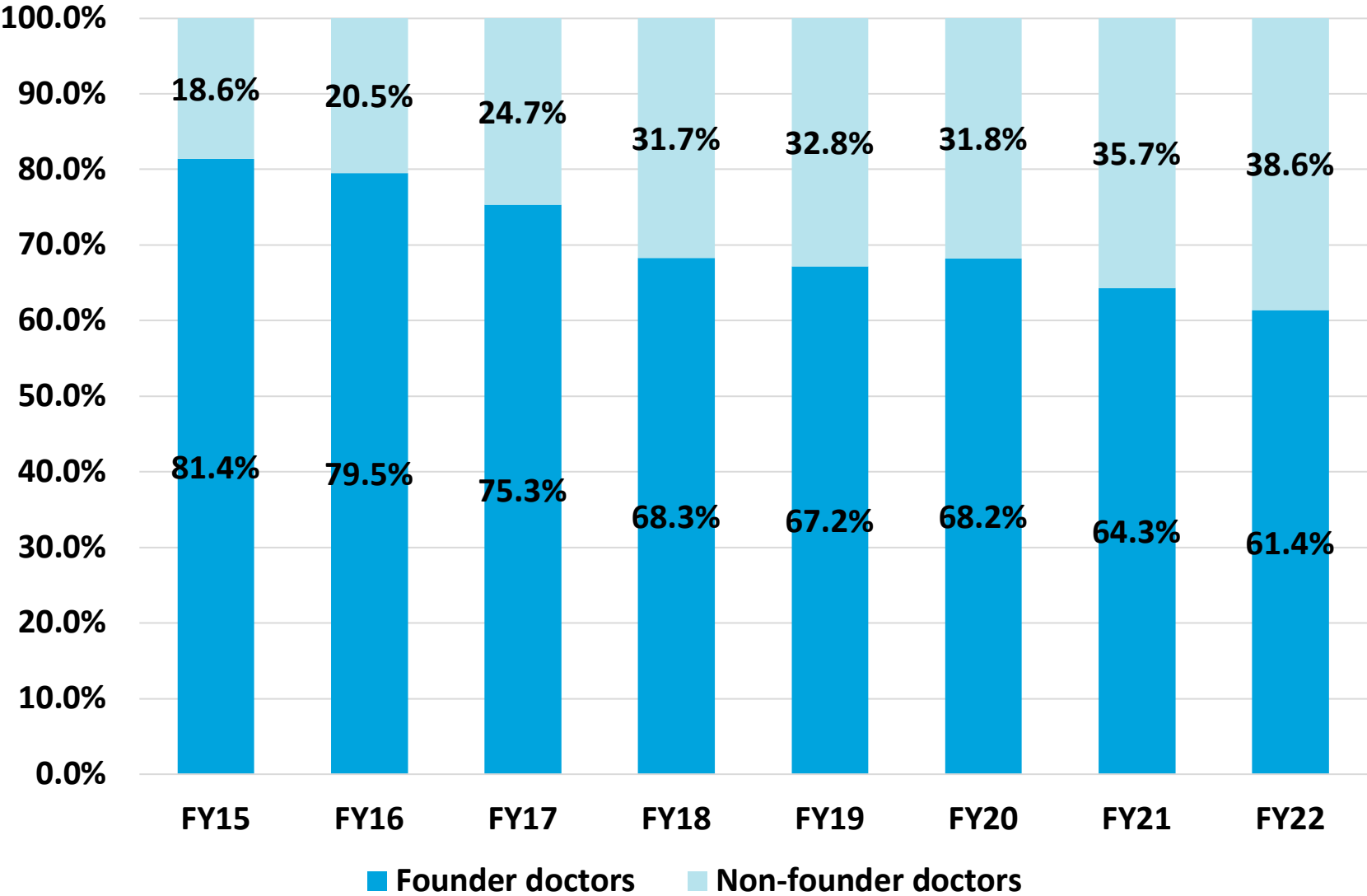
⁽¹⁾ Dr Ang was suspended from 25 July 2017 to 25 March 2018

⁽²⁾ Our operations were adversely affected by COVID-19 related measures up to March 2022



ESTIMATED REVENUE CONTRIBUTION (%)

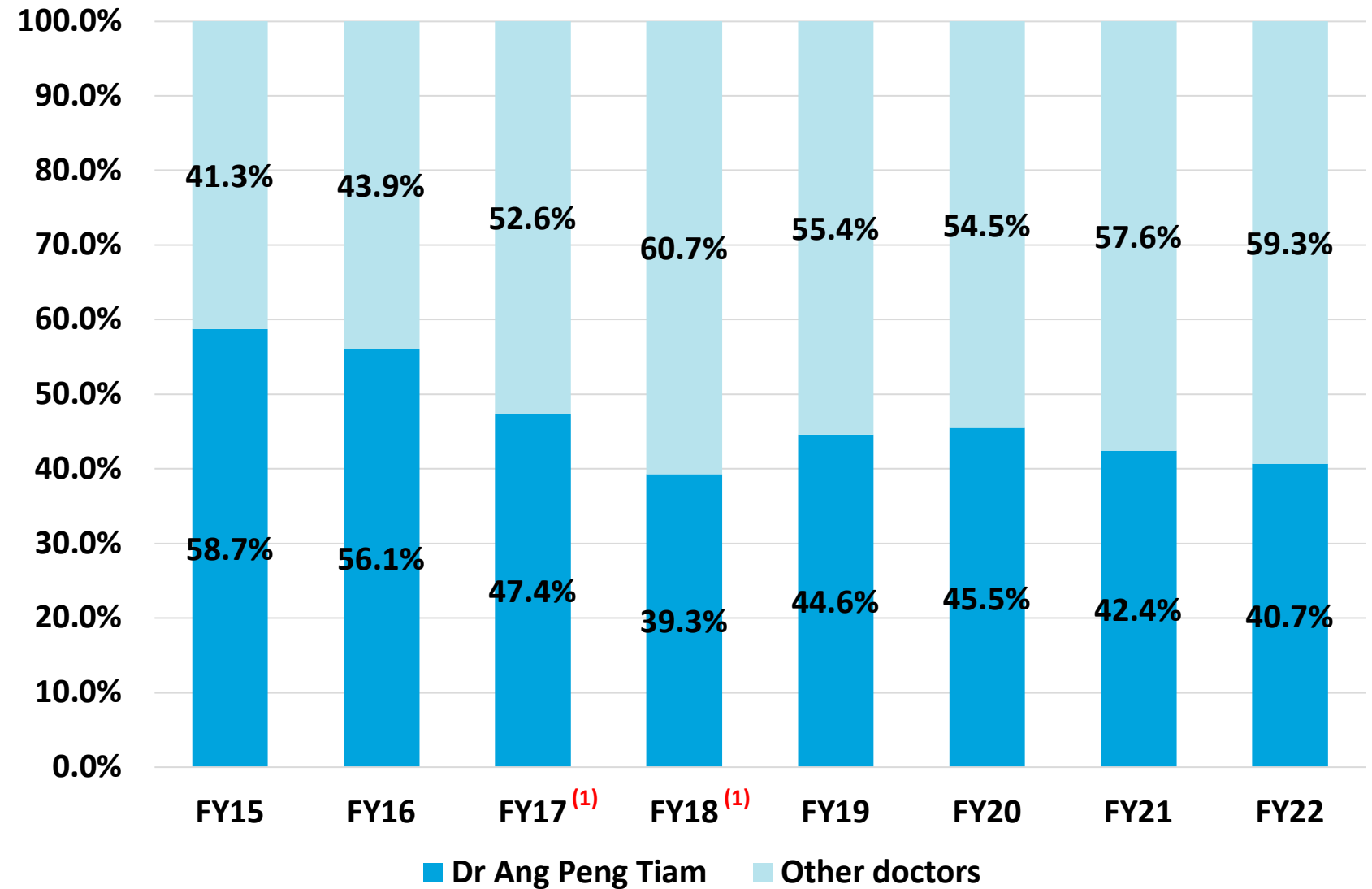
– Founder doctors vis-
a-vis non-founder
doctors





ESTIMATED REVENUE CONTRIBUTION (%)

– Dr Ang Peng Tiam
vis-a-vis other doctors



⁽¹⁾ Dr Ang was suspended from 25 July 2017 to 25 March 2018



OPERATING EXPENSES FOR THE GROUP

– Key movements

| For the year ended | FY22 S\$'m | FY21 S\$'m | % Increase/ (decrease) ⁽²⁾ |
|---|---------------|---------------|--|
| Employee benefits expense ⁽¹⁾ | 29.44 | 26.04 | 13.0% |
| Share-based payments expense | 0.49 | 0.51 | (2.5%) |
| Operating lease expense | 0.06 | 0.05 | 22.9% |
| Depreciation of right-of-use assets | 2.03 | 2.10 | (3.3%) |
| Depreciation of plant and equipment | 0.52 | 0.39 | 31.6% |
| Other operating expenses ⁽¹⁾ | 5.15 | 4.85 | 6.2% |
| Total operating expenses | 37.69 | 33.94 | 11.0% |

⁽¹⁾ Further details on the breakdown by entities and movements will be provided in later slides

⁽²⁾ Based on the Company's announcement dated 22 February 2023

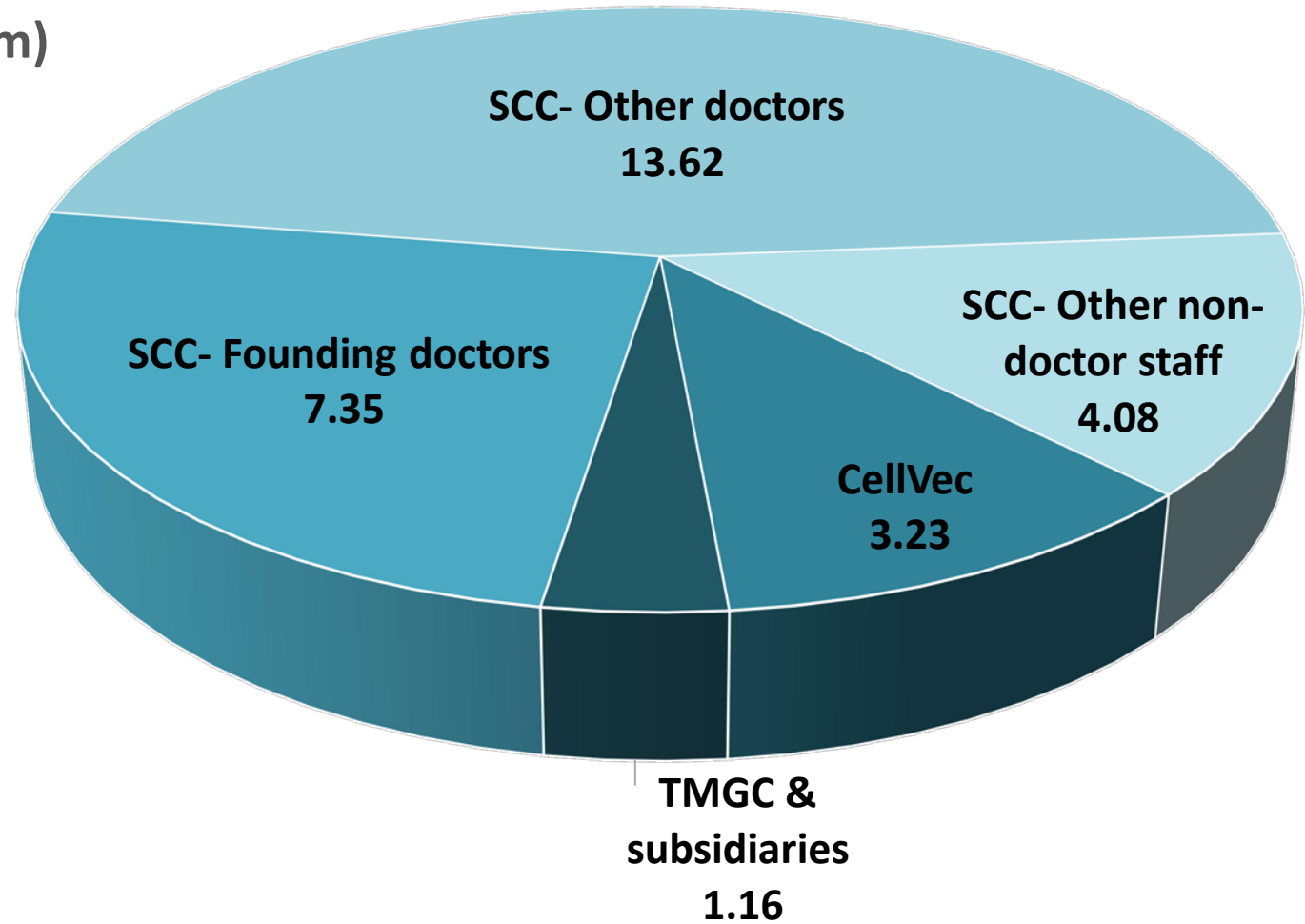


EMPLOYEE BENEFITS EXPENSE FOR THE GROUP

– By Entities

FY22 (Total: S\$29.44m)

(In S\$'m)



SCC- Singapore Cancer Centre Pte. Ltd.

CellVec- CellVec Pte. Ltd.

TMGC- TalkMed Greater China Pte. Ltd.

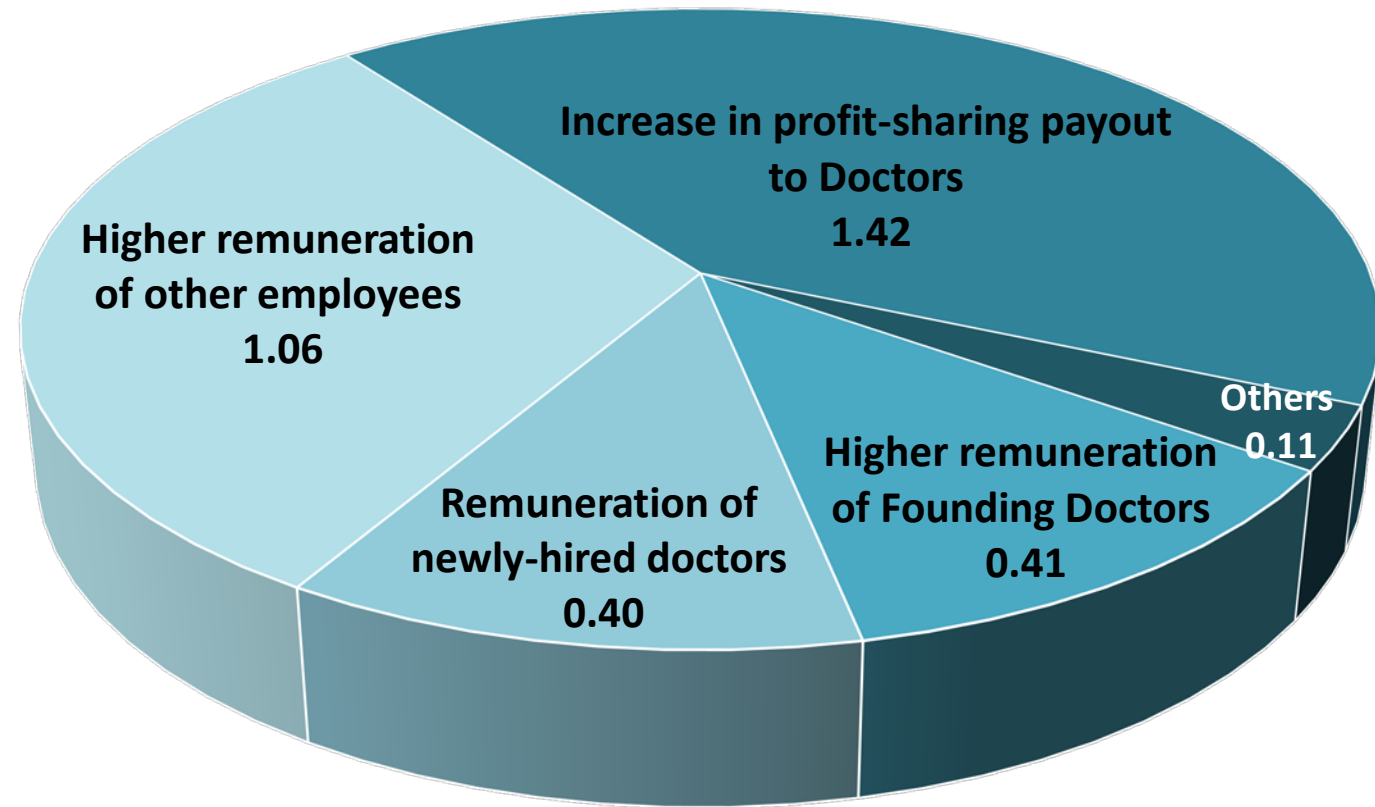


EMPLOYEE BENEFITS EXPENSE FOR THE GROUP

– FY2022 vs FY2021

FY22 vs FY21: Increase of S\$3.40m (see below for breakdown)

(In S\$'m)



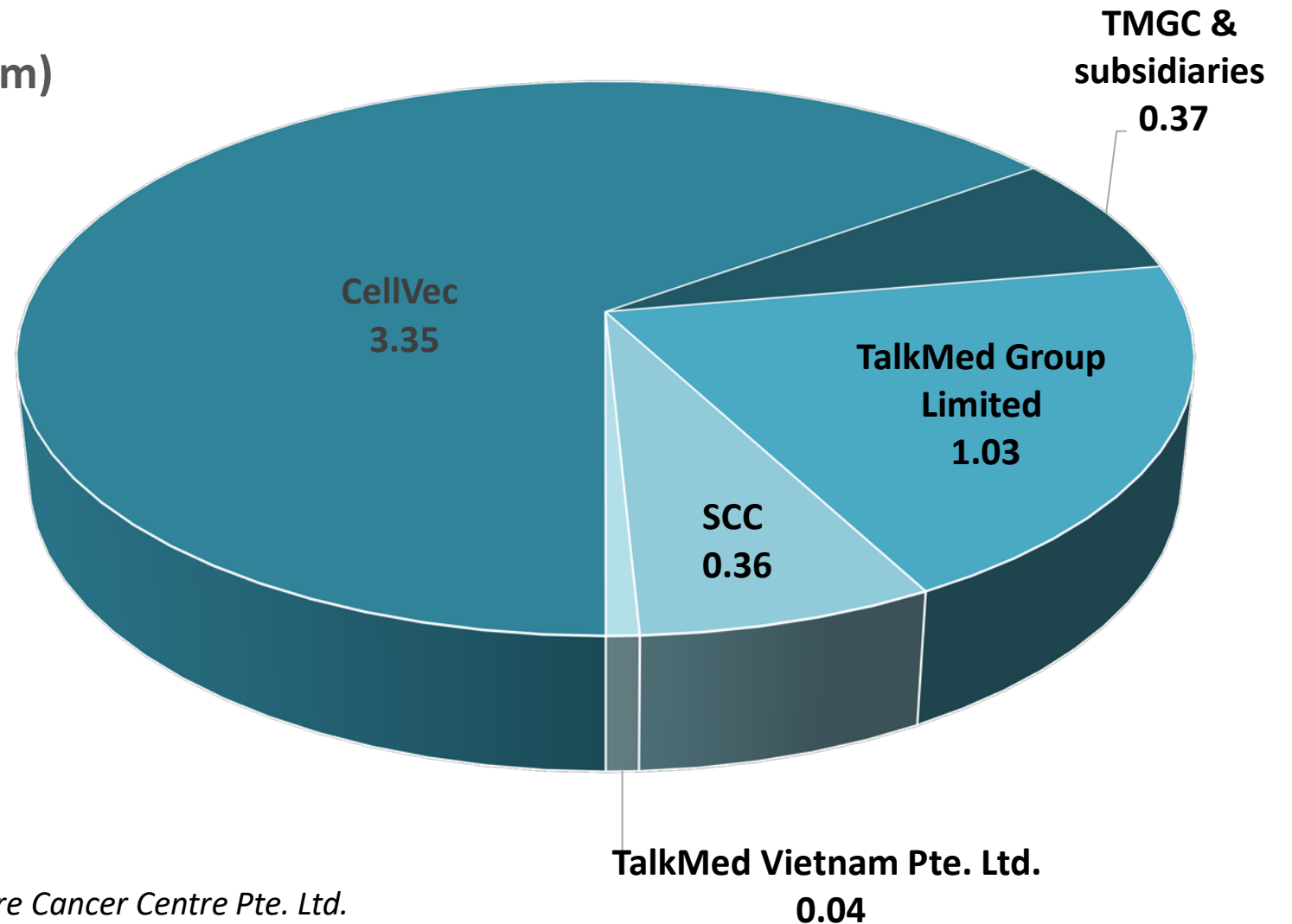


OTHER OPERATING EXPENSES FOR THE GROUP

– By Entities

(In S\$'m)

FY22 (Total: S\$5.15m)



SCC- Singapore Cancer Centre Pte. Ltd.

CellVec- CellVec Pte. Ltd.

TMGC- TalkMed Greater China Pte. Ltd.

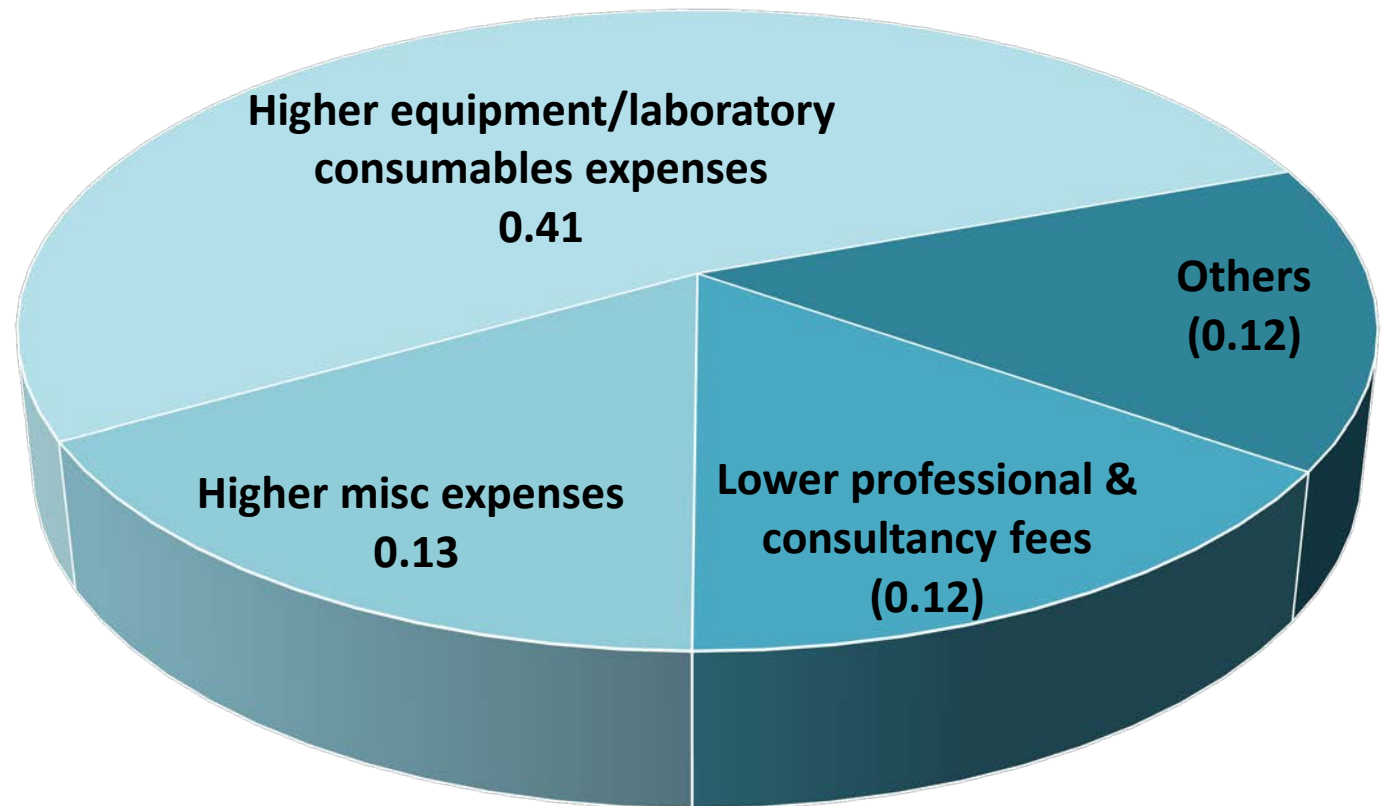


OTHER OPERATING EXPENSES FOR THE GROUP

– FY2022 vs FY2021

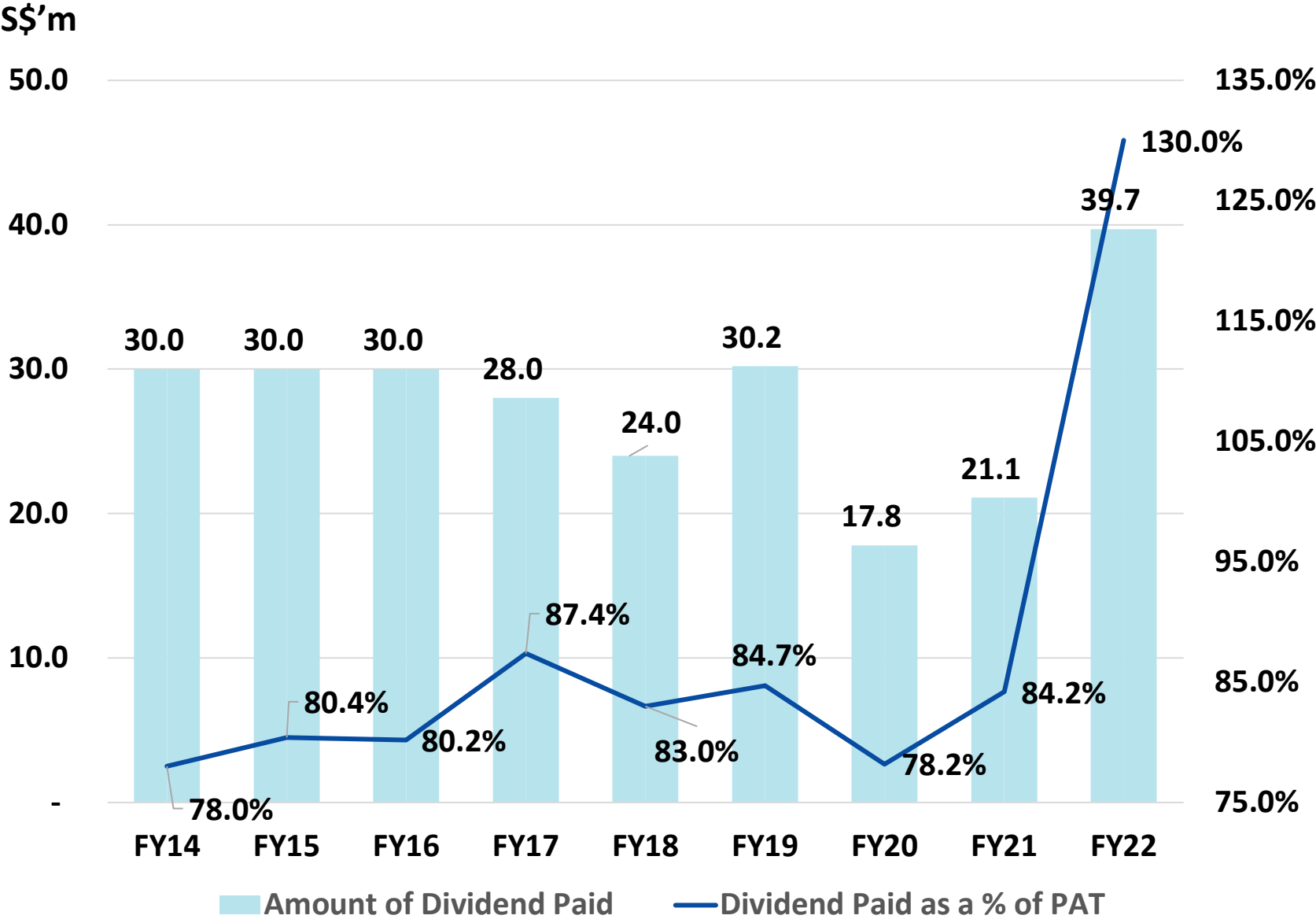
FY22 vs FY21: Increase of S\$0.30m
(see below for breakdown)

(In S\$'m)



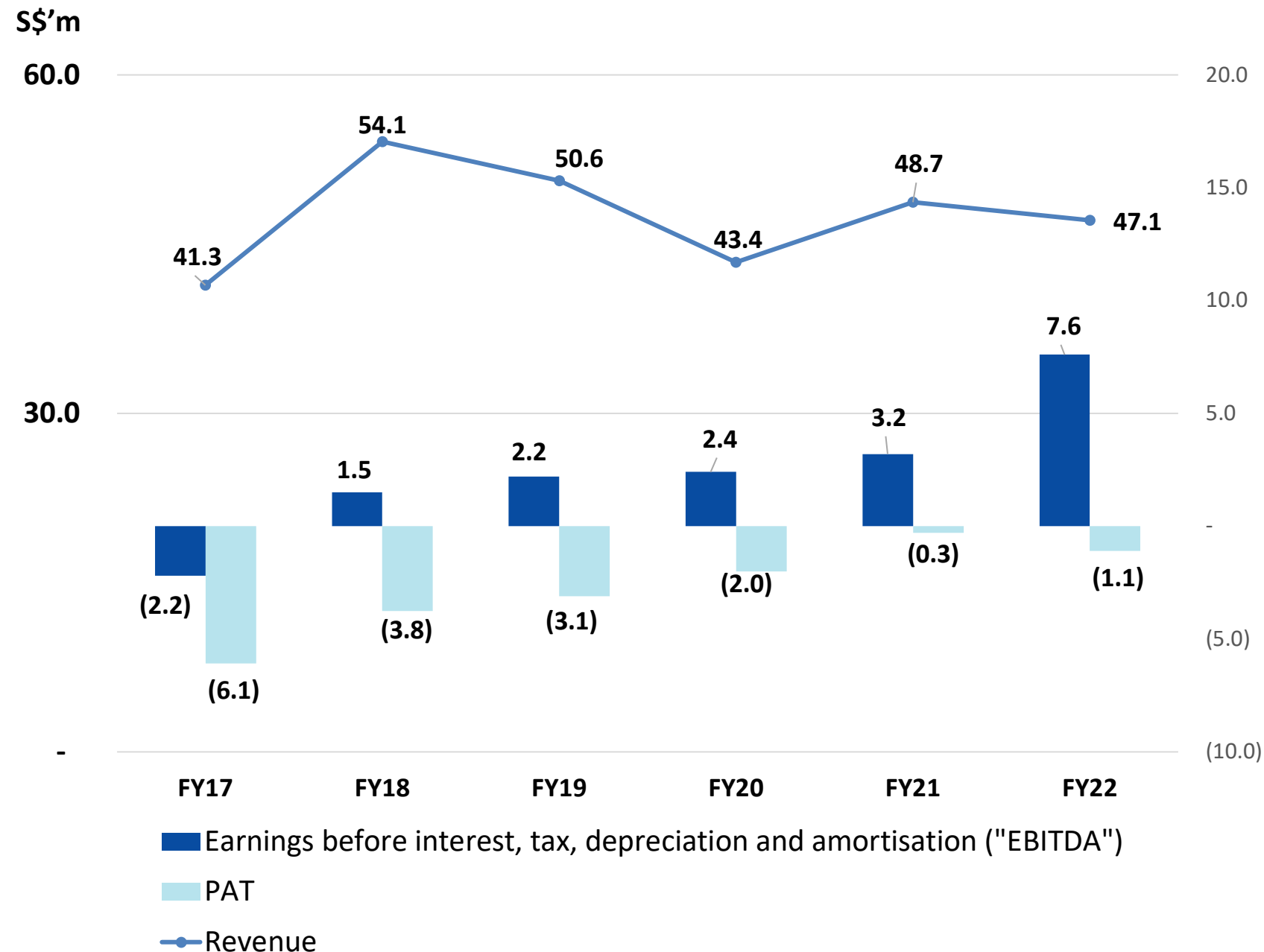


DIVIDENDS





**HONG KONG
INTEGRATED
ONCOLOGY
CENTRE HOLDINGS
LIMITED ("HKH")**



Agenda

Financial
performance



**Business /
corporate
update and
outlook**



Summary





BUSINESS/ CORPORATE UPDATE AND OUTLOOK

2022

On 28 April 2022, the Company successfully transferred from the Catalist board to the Mainboard of the Singapore Exchange Securities Trading Limited.



BUSINESS/ CORPORATE UPDATE AND OUTLOOK (CONT'D)

2023

- Dr Tanujaa D/O Rajasekaran joined the Group as a Senior Consultant, Medical Oncologist, in April 2023.
- Her areas of expertise and interest are in genitourinary, thoracic and head and neck cancers.
- Prior to joining us, Dr Tanujaa was a Consultant in the Department of Medical Oncology of the National Cancer Centre Singapore (“NCC”).
- She completed her medical oncology specialty training with NCC and has won various awards including, among others, the European Society of Medical Oncology fellowship grant in 2013 for her research in geriatric oncology.
- Dr Tanujaa is actively involved in medical education. She is a core faculty member of the Medical Oncology Senior Residency Program and a Clinical Lecturer in Yong Loo Lin School of Medicine, NUS.



BUSINESS/ CORPORATE UPDATE AND OUTLOOK (CONT'D)

2023

Singapore

- The Group's current number of clinics and doctors in Singapore are as follows:

| NO OF | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|
| CLINICS | 7 | 7 | 8 | 8 | 9 | 8 | 9 | 9 | 9 | 9 | 9 | 9 |
| DOCTORS | 8 | 12 | 12 | 13 | 13 | 14 | 15 | 15 | 14 | 15 | 16 | 17 |

- 2023 will be our first full year of unrestricted interactions between consultants and patients since the Covid-19 pandemic started in 2020.
- We look forward to a further uplift to our international patient numbers as connectivity resumes to pre-Covid-19 levels.
- With the application of the Cancer Drug List (“**CDL**”)⁽¹⁾ to Integrated Shield Plans from September 2023, we expect this transition to have some impact on our operations.

⁽¹⁾ Introduced in September 2022 to manage the cost of treatments and insurance premiums by pushing pharmaceutical companies to lower their prices.



BUSINESS/ CORPORATE UPDATE AND OUTLOOK (CONT'D)

2023

China/ Hong Kong

- With the lifting of the Covid-19 restrictions, we look forward to patients from other cities in China to visit our medical centres in China to seek treatments.
- With quarantine requirements lifted for international arrivals into China, our Singapore consultants can now visit our centres in China freely to see patients.
- We are cautiously optimistic about our China operations and expect an improvement in patient numbers.
- With the full lifting of the border restrictions between China and Hong Kong, we also look forward to Chinese patients visiting our Hong Kong facilities to seek treatments.

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Summary





SUMMARY

1

The Group's revenue in FY22 increased by 26.1% primarily due to an increase in revenue from oncology services resulting from higher patient visits and treatments.

Other income had decreased in FY22 as FY21 included a one-off gain from sale of a subsidiary.

2

The Group's share of losses from our Hong Kong associate as well as our joint ventures in China both increased in FY22.

An impairment loss was recorded in FY22 while none was recorded in FY21.

3

The Group's PAT in FY22 increased by 35.3% on the back of higher revenue from our oncology services.



SUMMARY (CONT'D)

4

The Company has proposed a final dividend of **S\$0.015** per share.

Together with the interim dividend of **S\$0.015** per share that was paid in August 2022, this will constitute 130.0% of the net profits attributable to owners of the Company in FY22.

5

With the roll-back of the Covid-19 measures in China and Hong Kong, we are cautiously expecting an improvement in patients numbers at our centres.

6

In Singapore, we look forward to the continued return of foreign patients with the first full year of unrestricted arrivals and movement.



Thank you



Resolutions



RESOLUTIONS

1

Adoption of Directors' Statement and the Audited Financial Statements of the Company and the Group for the financial year ended 31 December 2022, together with the Auditor's Report thereon

2

Approval of final one-tier tax-exempt dividend of 1.5 Singapore cent per ordinary share in respect of the financial year ended 31 December 2022

3

Approval of Directors' fees of S\$500,000 for the financial year ending 31 December 2023 to be paid quarterly in arrears

4

Re-election of Mr S Chandra Das as a Director of the Company pursuant to Regulation 91 of the Company's Constitution



RESOLUTIONS (CONT'D)

5

Re-election of Mr Lim Jen Howe as a Director of the Company pursuant to Regulation 91 of the Company's Constitution

6

Re-election of Mr Lim Teong Jin George as a Director of the Company pursuant to Regulation 91 of the Company's Constitution

7

Re-appointment of Messrs Ernst & Young LLP as Auditor of the Company and to authorise the Directors of the Company to fix their remuneration

8

Authority to allot and issue shares



Thank you