



PROVIDING 10 YEARS
OF **QUALITY CARE**
AND **SERVICE**

Corporate Presentation

9 months ended
30 September 2018



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The contact person for the Sponsor is Ms Gillian Goh, Director, Head of Continuing Sponsorship (Mailing Address: 16 Collyer Quay, #10-00 Income at Raffles, Singapore 049318 and E-mail: sponsorship@ppcf.com.sg).



Business Overview

Competitive Strengths of the Group

Business Strategy and Expansion Plans

Corporate Developments and Use of Proceeds

9 months Financial Highlights for the Period Ended 30 September 2018

Business Overview



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- Specialised Health Services – Medical eye care service provider
 - ISEC is a comprehensive medical eye care service provider, with ambulatory surgical centres in Malaysia (Kuala Lumpur, Penang, Malacca & Sibul) and provides specialist medical ophthalmology services to Lee Hung Ming Eye Centre in Gleneagles Hospital (Singapore)
 - We specialise in the fields of cataract and refractive surgery (including LASIK), vitreoretinal diseases, corneal and external eye diseases, glaucoma, uveitis, oculoplastics, facial cosmetics and aesthetics surgery, adult strabismus and paediatric ophthalmology
 - Our vision is to provide high quality, compassionate, world-class eye care at affordable level
- General Health Services – General family medicine and aesthetics services
 - Our clinics (Temasek Medical Centre) are located at Bukit Batok, Sembawang, Woodlands and Yew Tee (Singapore)
- We have a strong team of 25 specialist doctors and 4 general practitioners and most are also shareholders of the Company
- Listed on Catalist SGX-ST on 28 October 2014

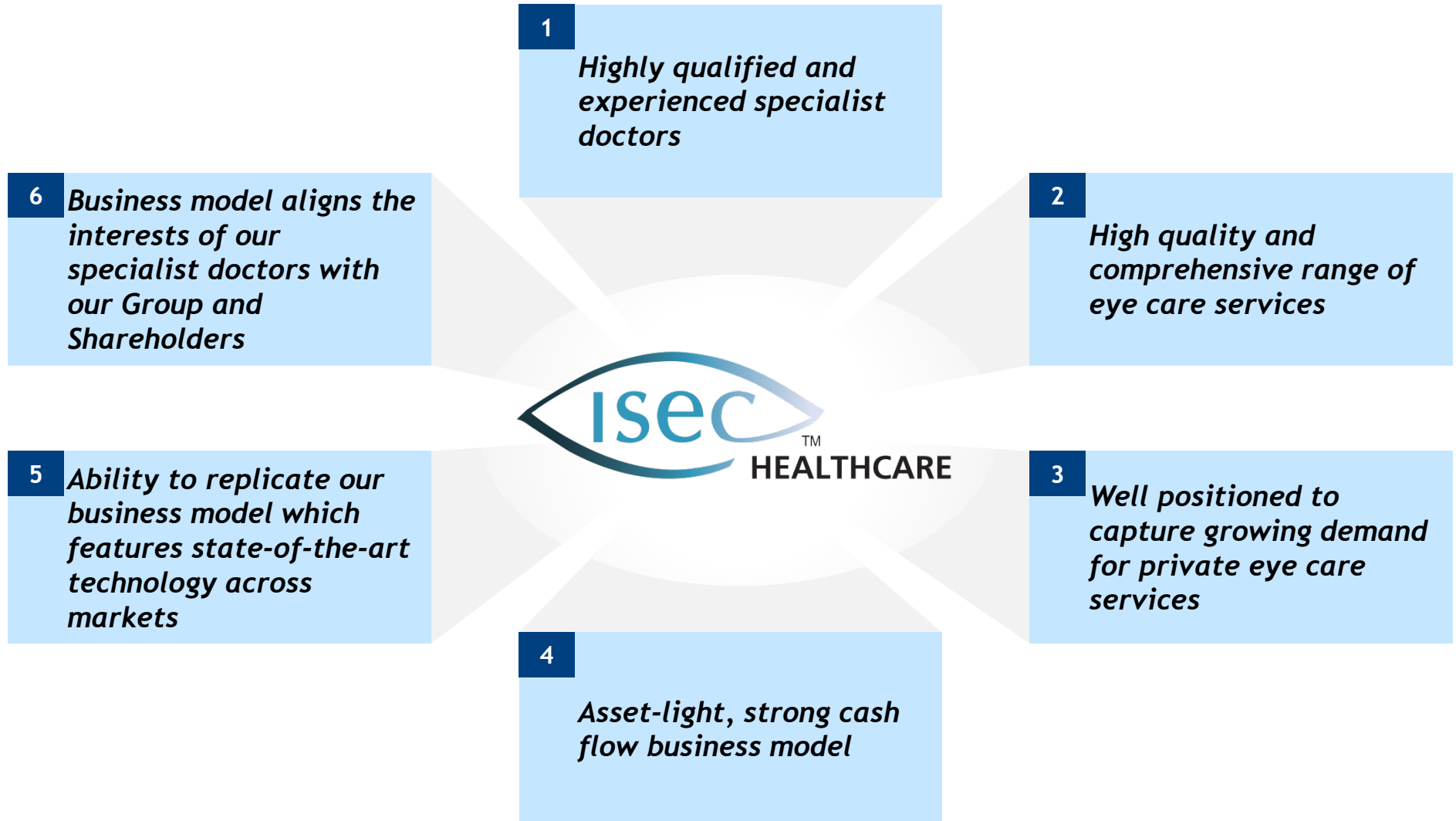


ISEC stands for “International Specialist Eye Centre”

Competitive Strengths of the Group



Competitive Strengths of the Group



Business Strategy And Expansion Plans



Our Business Strategies



Growing the ISEC Brand and Expanding into the Asia Pacific Region

- To reach out to more patients in locations where we currently operate, as well as new locations such as major cities or locations in Peninsular Malaysia, East Malaysia and Singapore
- To expand via setting up of subsidiaries, joint venture, expand existing centres, acquire assets, businesses and companies
- Identified China, Indonesia, Myanmar and Vietnam as markets with growth potential

Expanding Talent Pool of Specialist Doctors and Management Staff

- To recruit and retain highly qualified and talented management and healthcare professionals
- To provide them with opportunities and time to further their professional development and expertise in their subspecialty areas

Building Regional Network with Referral Centres

- To build relationships with referral centres which will refer patients requiring more complicated surgical procedures or medical consultation
- To offer patients options in country of treatment, added comfort and convenience of receiving follow-up treatment in home country

Investing in the Latest Technology

- To constantly upgrade and improve our medical equipment and keeping abreast of the latest technology to ensure that we are at the forefront of our industry

Expansion Plans



Business expansion
in the Asia Pacific
region
(including Malaysia
and Singapore)

★ Target Countries

Corporate Developments And Use of Proceeds



JOINT VENTURE INTO ISEC MYANMAR COMPANY LIMITED

On 8 August 2018, the Company through its wholly owned subsidiary, ISEC Global Pte. Ltd. (“ISEC Global”) had incorporated a joint venture company in Myanmar (the “Joint Venture”) known as ISEC Myanmar Company Limited (“ISEC Myanmar”). The total issued and paid up share capital of ISEC Myanmar is US\$28,500, and 51% of the total shareholding is held by ISEC Global.

The Joint Venture allows the Group to take advantage of growing business opportunities in Myanmar, by expanding its existing business of operating ophthalmology centres into Myanmar and serves as referral centre for the Group for complicated cases and may offer patient treatment options in Malaysia and Singapore.

The Group will provide updates as and when there are material developments.

SUBSCRIPTION OF SHARES IN I MEDICAL & AESTHETICS PTE. LTD.

On 20 August 2018, the Company, through its wholly-owned subsidiary, JL Medical (Bukit Batok) Pte. Ltd., had completed a subscription of 250,000 ordinary shares in I Medical & Aesthetics Pte. Ltd. (“I Medical & Aesthetics”) and entered into a shareholders agreement with 3 third parties, namely Dr David Loh Kwok Thye, Dr Lee Wee Chieh and Dr Yang Cindy to, *inter alia*, govern the arrangements relating to the management, operations and affairs of I Medical & Aesthetics and to regulate their rights and obligations as shareholders of I Medical & Aesthetics.

The investment in I Medical & Aesthetics offers the Group new business opportunities in the field of general medical consultations and aesthetics services in Singapore. In addition to diversifying the revenue stream, the investment also offers the possibility of synergistic partnerships and cross-selling with the Group’s existing business of specialist medical eye care services.

Use of Proceeds

As at 5 November 2018



Use of proceeds	Amount allocated S\$'000	Amount allocated pursuant to reallocation of unutilised listing expenses S\$'000	Amount utilised S\$'000	Balance S\$'000
Business expansion in Asia Pacific region (including Malaysia and Singapore)	13,800	300	(12,921) (N1)	1,179
General working capital	2,500	-	(2,500) (N2)	-
Total	16,300	300	(15,421)	1,179

(N1) Amount utilised for:	Acquisition of SSEC ⁽¹⁾ S\$'000	Acquisition of JLM Companies ⁽²⁾ S\$'000	Joint venture into ISEC Myanmar ⁽³⁾ S\$'000	Subscription of shares in I Medical & Aesthetics ⁽⁴⁾ S\$'000	Total S\$'000
Cash consideration	5,204	6,971	20	250	12,445
Administrative expenses	122	268	85	1	476
Total	5,326	7,239	105	251	12,921

(N2) Amount utilised for:	S\$'000
Cost of sales	1,028
Administrative expenses	1,378
Selling and distribution expenses	94
Total	2,500

Notes:

(1) SSEC refers to Southern Specialist Eye Centre Sdn. Bhd.

(2) JLM Companies refer to JL Medical (Bukit Batok) Pte. Ltd., JL Medical (Sembawang) Pte. Ltd., JL Medical (Woodlands) Pte. Ltd. and JL Medical (Yew Tee) Pte. Ltd.

(3) ISEC Myanmar refers to ISEC Myanmar Co., Ltd.

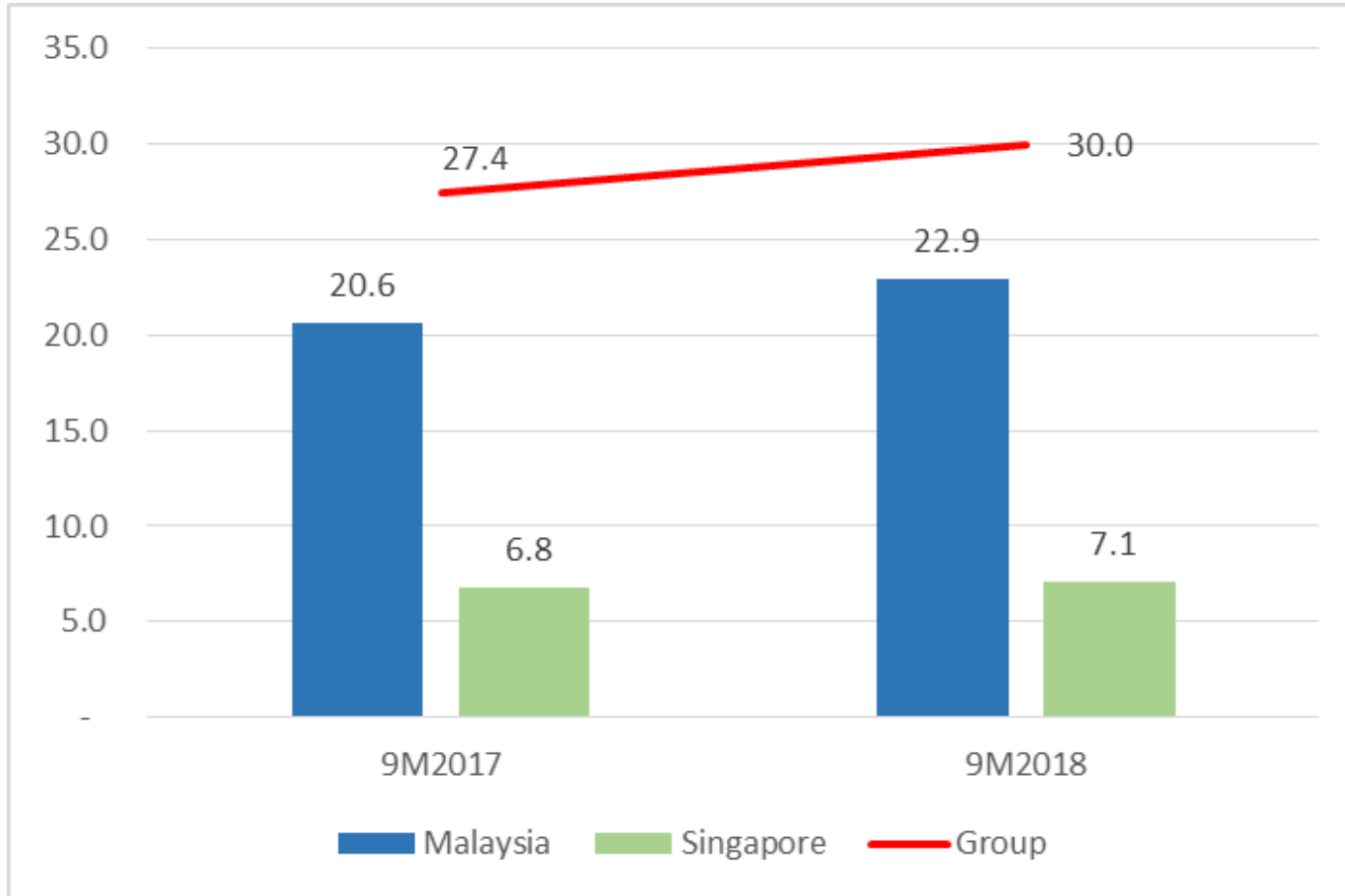
(4) I Medical & Aesthetics refers to I Medical & Aesthetics Pte. Ltd.

9 Months Financial Highlights

for the Period Ended 30 September 2018



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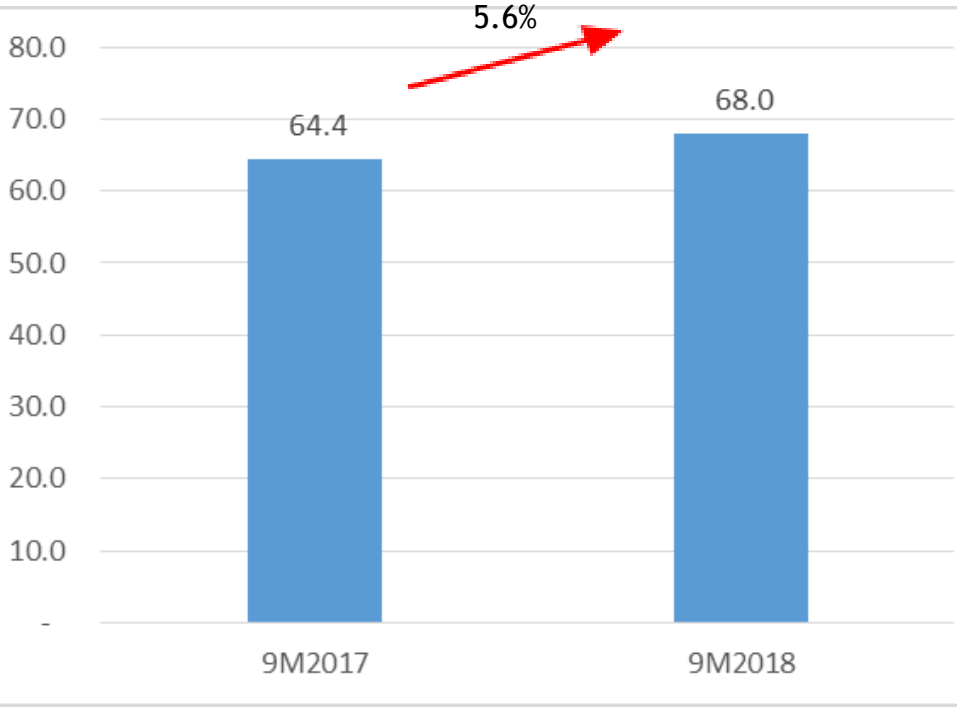


- **9M2018 vs 9M2017** The increase in Group revenue was mainly attributable to increased patient visits from the Group's specialised eye care services in Malaysia and Singapore.

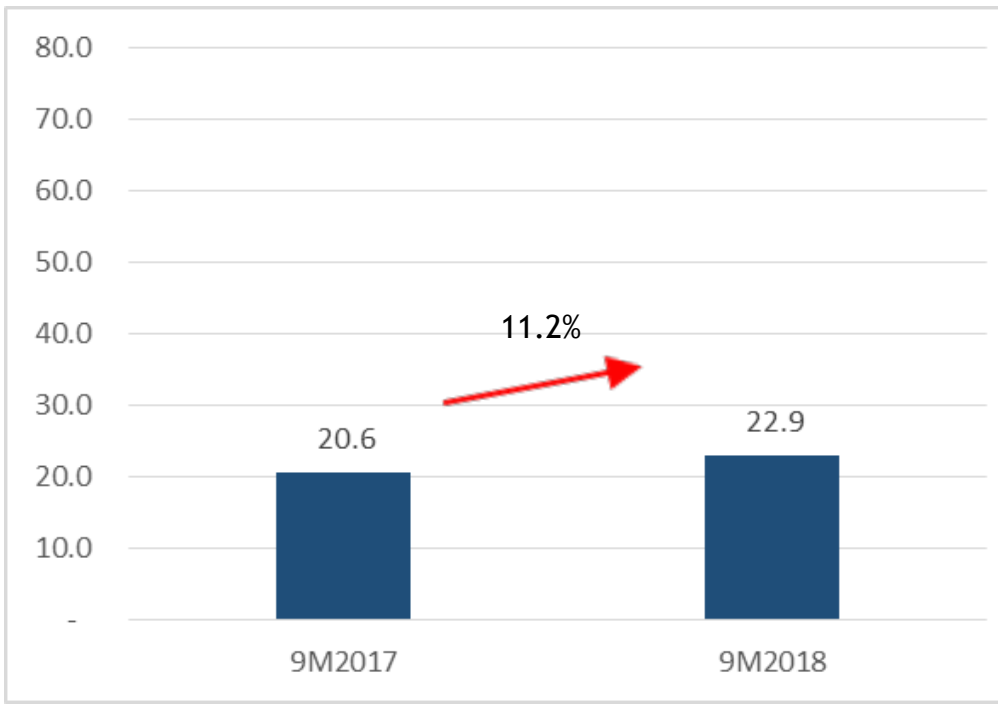
Revenue - Malaysia



RM'mil

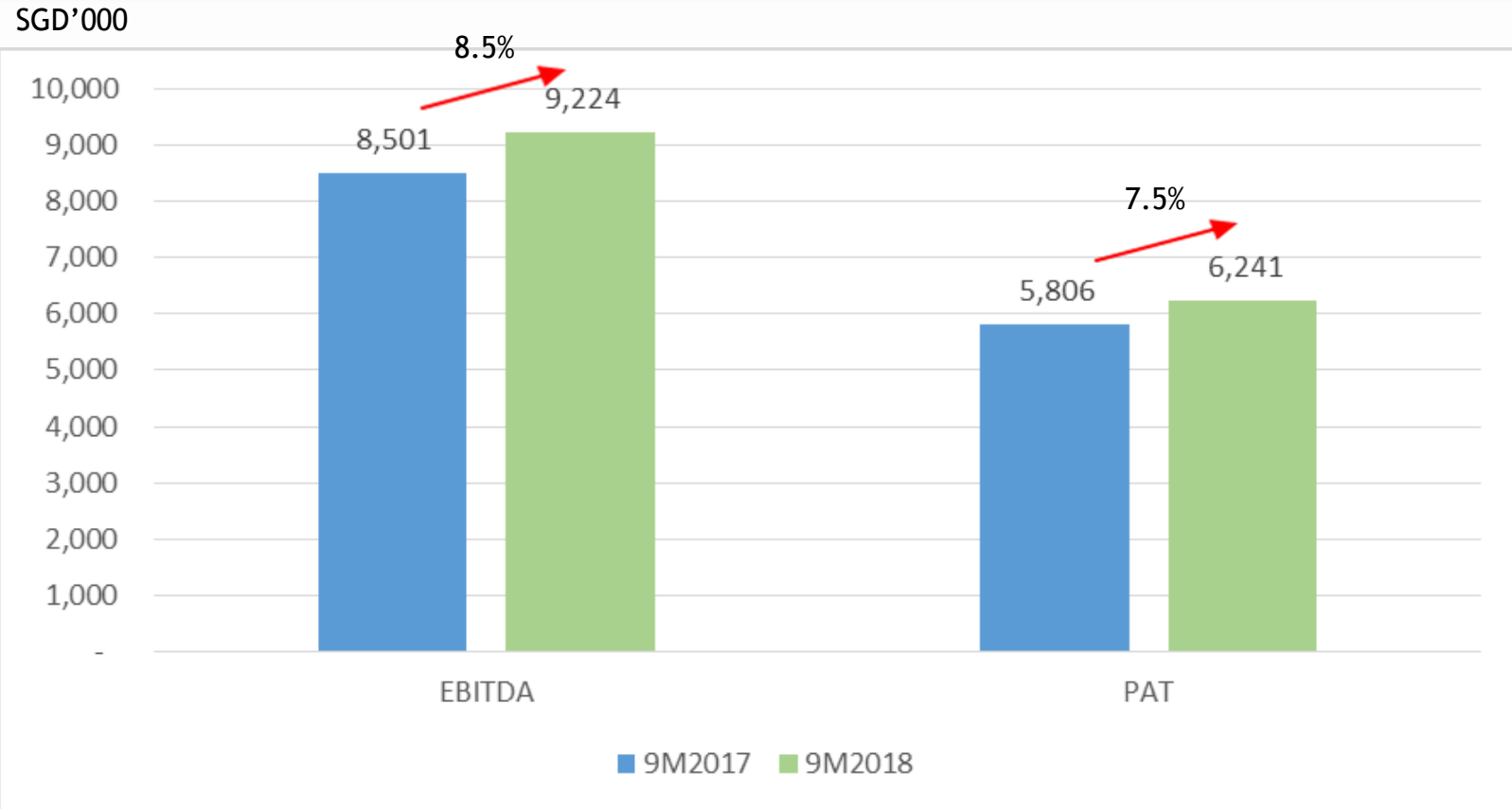


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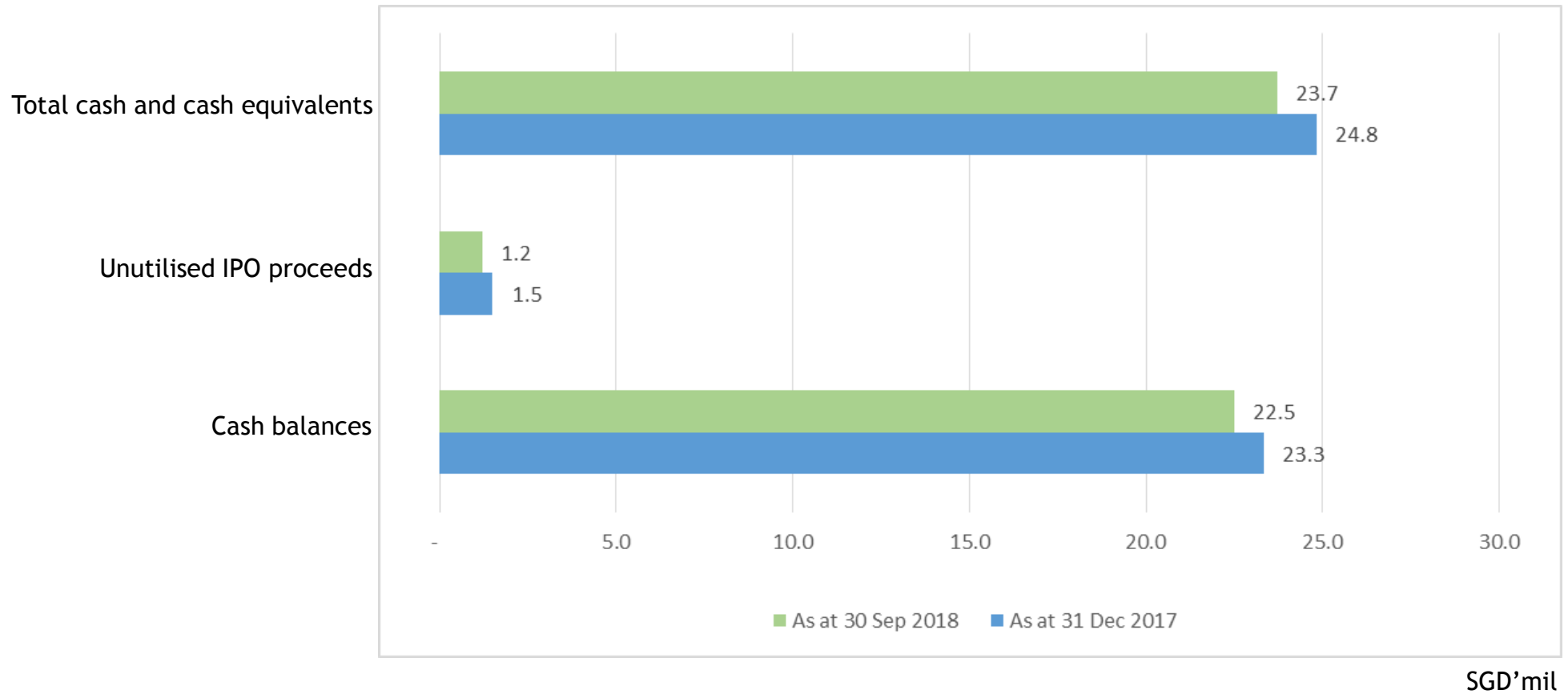
- Revenue from Malaysia operations in Ringgit Malaysia (“RM”) increased from RM64.4 million in 9M2017 to RM68.0 million in 9M2018, up 5.6% mainly due to increased number of patients visits.
Singapore Dollar translated revenue from Malaysia operations in 9M2018 was 11.2% higher compared to 9M2017, from S\$20.6 million in 9M2017 to S\$22.9 million in 9M2018, due to strengthening RM.

Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) and Profit After Tax (PAT)



- EBITDA was S\$9.2 million in 9M2018 as compared to S\$8.5 million in 9M2017, an increase of S\$0.7 million mainly due to increased patient visits from the Group's specialised eye care services in Malaysia and Singapore.
- PAT was S\$6.2 million in 9M2018 as compared to S\$5.8 million in 9M2017, an increase of S\$0.4 million mainly due to increased revenue, offset by increased cost of sales, administrative expenses and income tax expenses.

Cash Position



- Total cash and cash equivalents as at 30 September 2018 was S\$23.7 million. No debt.
- Cash balances (excluding unutilised IPO proceeds) decreased from S\$23.3 million as at 31 December 2017 to S\$22.5 million as at 30 September 2018.

Statement of Financial Position



S\$'000	30 September 2018	31 December 2017
Key Assets		
Plant and equipment	3,594	3,894
Intangible assets	38,352 [^]	38,766 [^]
Trade and other receivables	2,815	2,505
Cash and cash equivalents	23,658	24,824
Key Liabilities		
Trade and other payables	3,327	3,475
Equity		
Total equity (Including non-controlling interest)	65,211	66,385

[^] - Arose mainly from the acquisition of:

- (i) ISEC Eye Pte. Ltd. - Intangible assets related to contractual relationship of S\$3.2 million (FY2017: S\$3.6 million) and goodwill of S\$8.0 million; and
- (ii) SSEC - goodwill of S\$12.4 million (FY2017: S\$12.3 million)
- (iii) JLM Companies - Intangible assets related to customer relationship of S\$0.10 million (FY2017: S\$0.12 million) and goodwill of S\$14.6 million

Thank You



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