



# TALKMED GROUP LIMITED

("TalkMed" or the "Company")

9<sup>th</sup> Annual General Meeting  
21 April 2022

# Disclaimer

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 and  
corporate update



Summary and  
outlook





# PERFORMANCE REVIEW FOR THE GROUP<sup>(1)</sup>

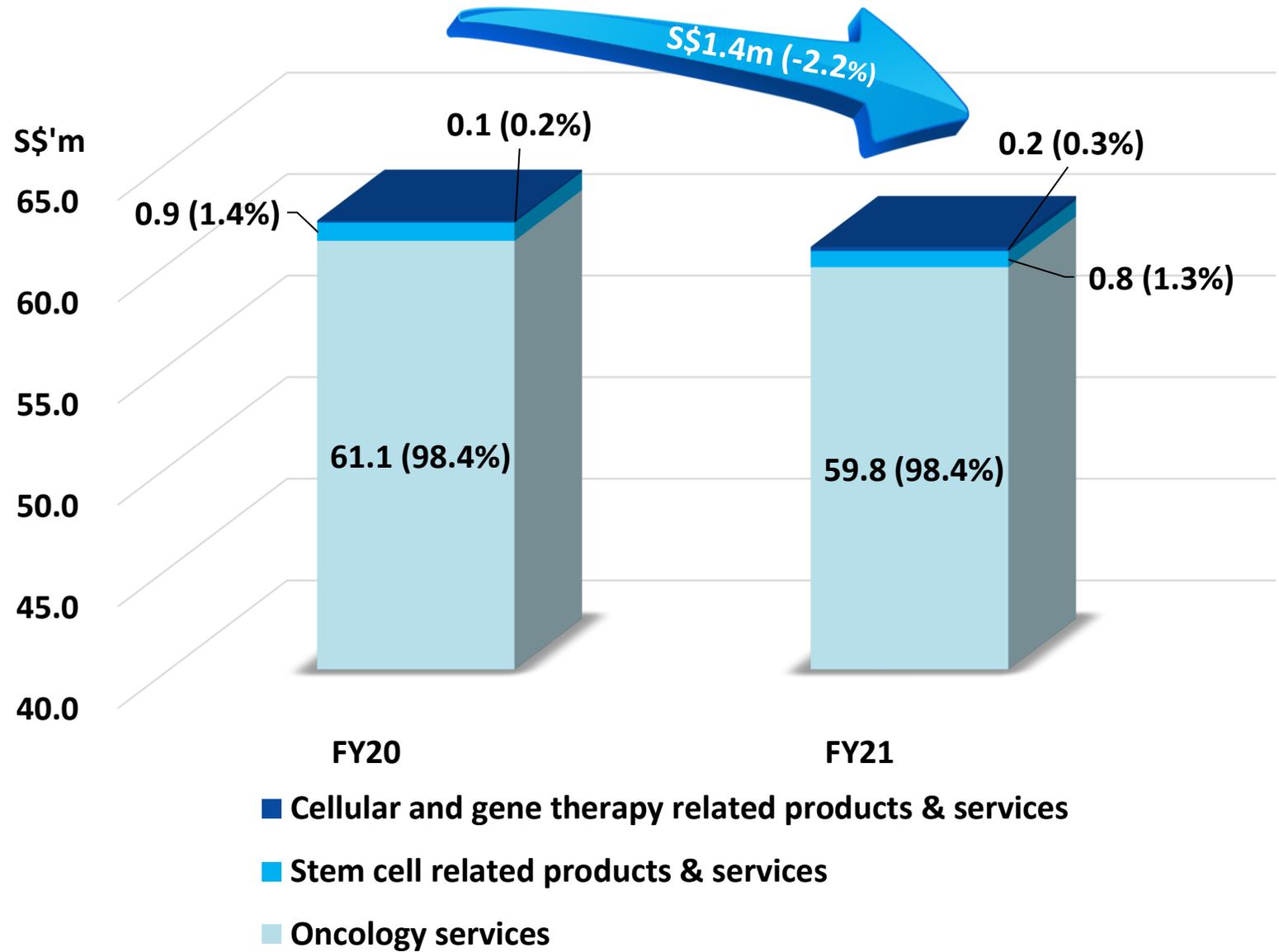
For the year ended	31 Dec 2021 ("FY21") S\$'m	31 Dec 2020 ("FY20") S\$'m	% Increase/ (decrease)
Revenue	60.75	62.14	(2.2%)
Interest income	0.33	0.71	(53.0%)
Other income	1.62	2.18	(25.7%)
Operating expenses	(33.94)	(35.21)	(3.6%)
Impairment loss on plant and equipment	-	(3.41)	(100.0%)
Finance costs	(0.39)	(0.52)	(25.2%)
Share of loss of associate	(0.06)	(1.04)	(94.5%)
Share of loss of joint ventures	(1.02)	(0.04)	2382.9%
<b>Profit before tax</b>	<b>27.29</b>	<b>24.81</b>	<b>10.0%</b>
Income tax expense	(5.86)	(6.29)	(6.9%)
<b>Profit after tax ("PAT")</b>	<b>21.43</b>	<b>18.52</b>	<b>15.7%</b>

<sup>(1)</sup> Defined as the Company, its subsidiaries, joint ventures and associate company



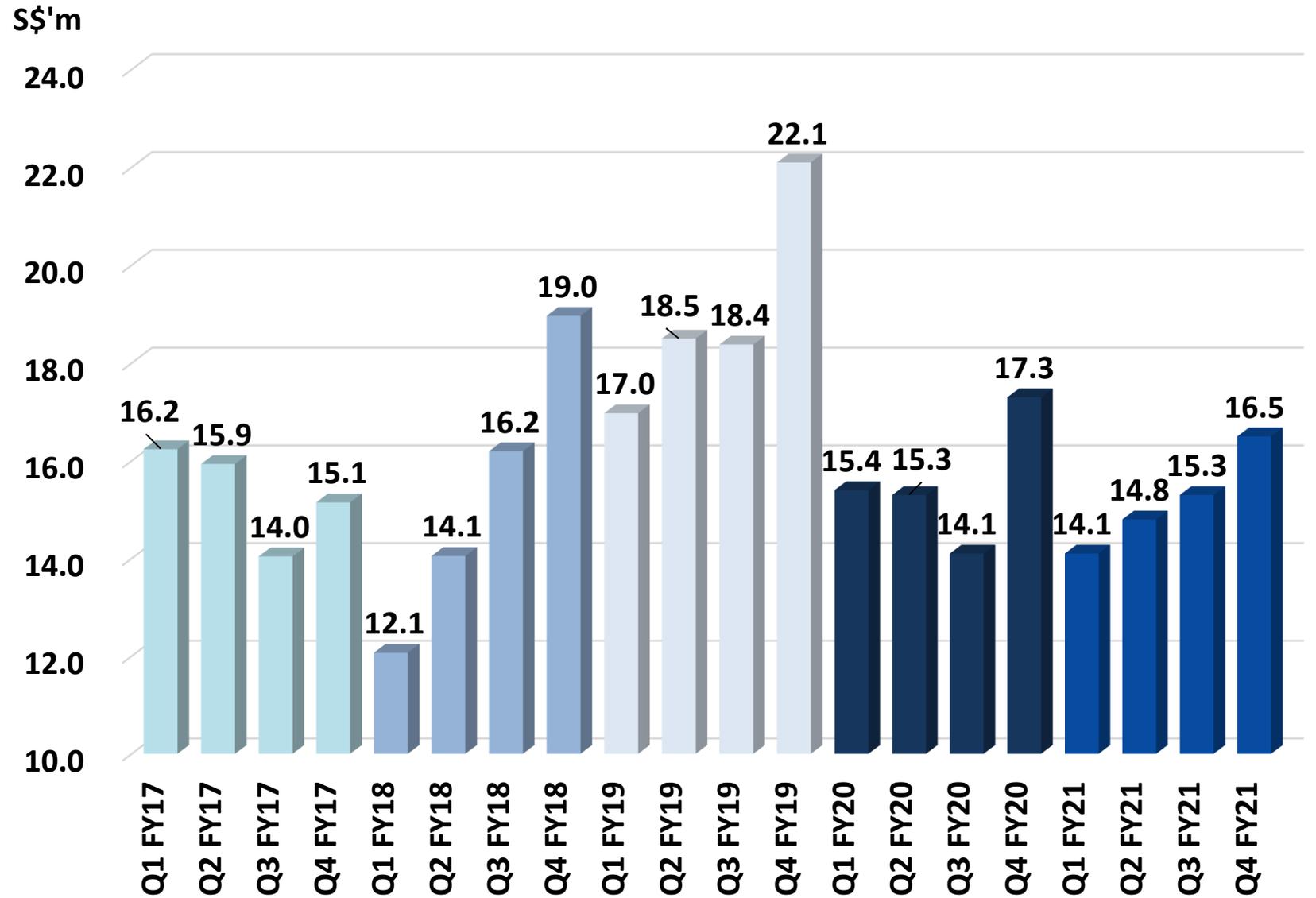
# REVENUE BREAKDOWN

– FY2021 vs FY2020



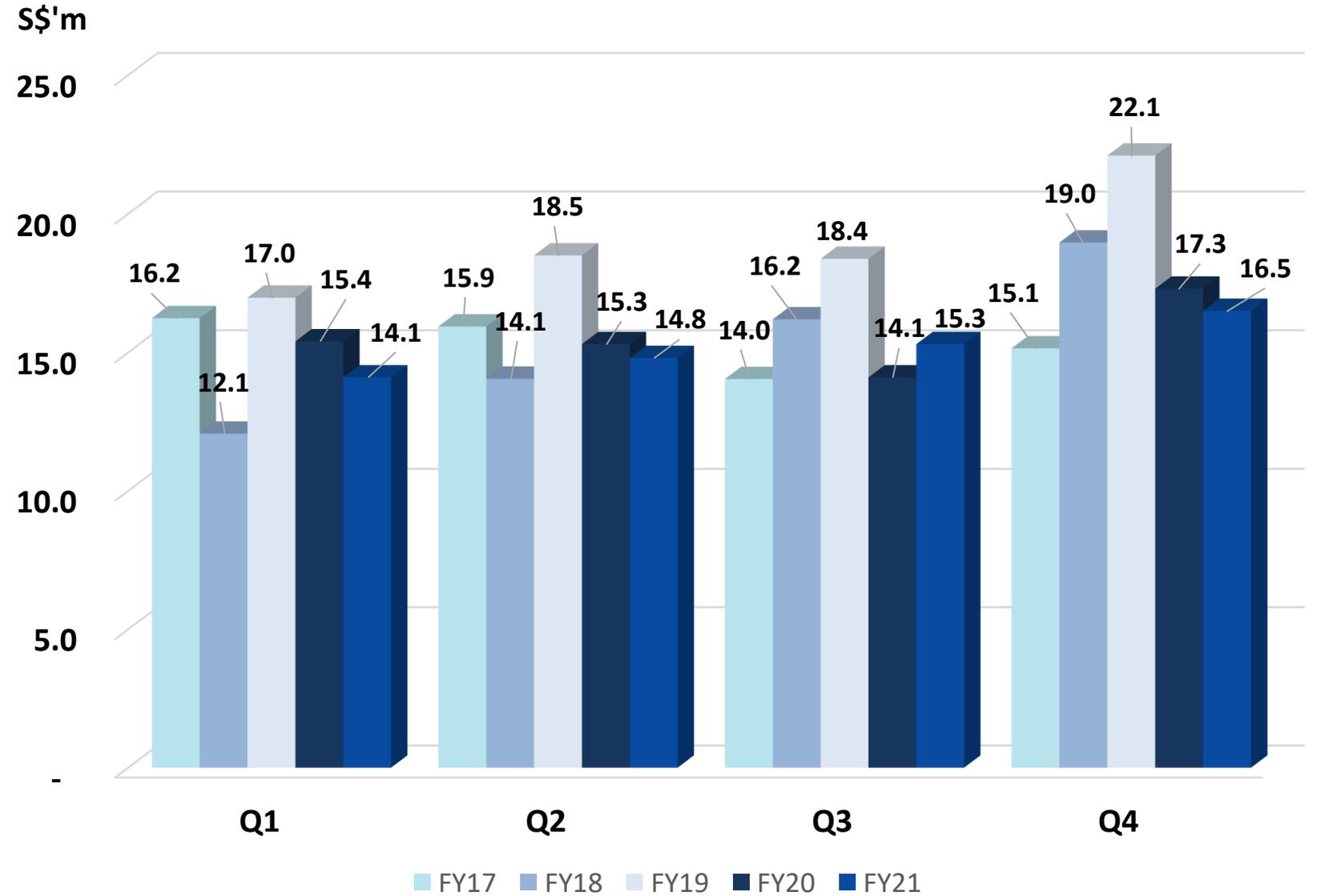


# QUARTERLY REVENUE



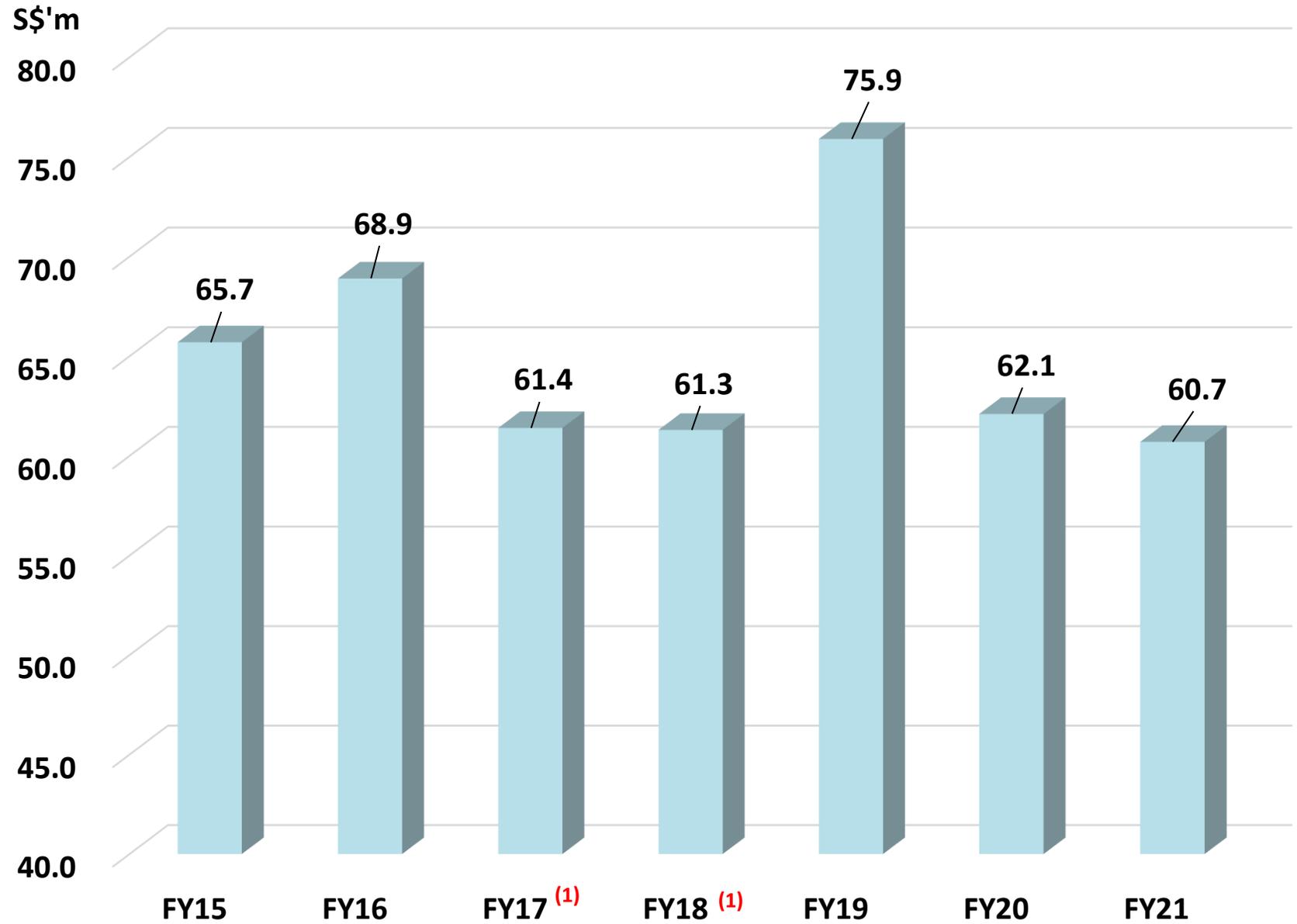


# QUARTERLY REVENUE (Cont'd)





# YEARLY REVENUE

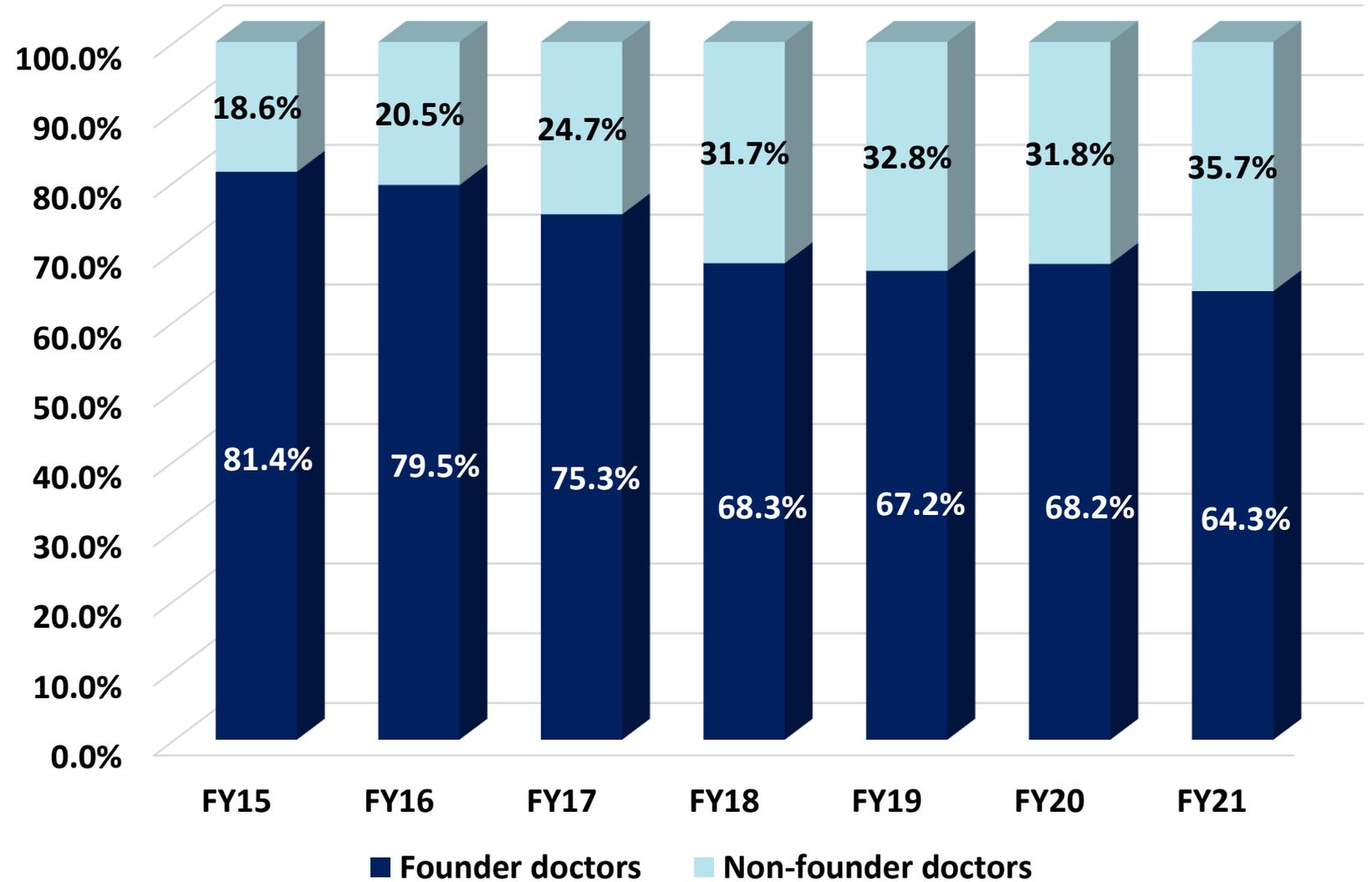


<sup>(1)</sup> Dr Ang was suspended from 25 July 2017 to 25 March 2018



# ESTIMATED REVENUE CONTRIBUTION (%)

– Founder doctors vs  
non-founder doctors





## OPERATING EXPENSES FOR THE GROUP

For the year ended	FY21 S\$m	FY20 S\$m	% Increase/ (decrease)
Employee benefits expense	(26.04)	(24.38)	6.8%
Share-based payments expense	(0.51)	(2.11)	(75.8%)
Operating lease expense	(0.05)	(0.05)	(2.0%)
Depreciation of right-of-use assets	(2.10)	(2.09)	0.3%
Depreciation of plant and equipment	(0.39)	(1.43)	(72.5%)
Other operating expenses	(4.85)	(5.15)	(5.8%)
<b>Total operating expenses</b>	<b>(33.94)</b>	<b>(35.21)</b>	<b>(3.6%)</b>



# OPERATING EXPENSES FOR THE GROUP

– Key movements

For the year ended	FY21 S\$m	FY20 S\$m	% Increase/ (decrease)
<b>Employee benefits expense <sup>(1)</sup></b>	<b>(26.04)</b>	<b>(24.38)</b>	<b>6.8%</b>
Share-based payments expense	(0.51)	(2.11)	(75.8%)
Operating lease expense	(0.05)	(0.05)	(2.0%)
Depreciation of right-of-use assets	(2.10)	(2.09)	0.3%
Depreciation of plant and equipment	(0.39)	(1.43)	(72.5%)
<b>Other operating expenses <sup>(1)</sup></b>	<b>(4.85)</b>	<b>(5.15)</b>	<b>(5.8%)</b>
<b>Total operating expenses</b>	<b>(33.94)</b>	<b>(35.21)</b>	<b>(3.6%)</b>

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



# OPERATING EXPENSES FOR THE GROUP

– Key movements

For the year ended	FY21 S\$m	FY20 S\$m	% Increase/ (decrease)
Employee benefits expense	(26.04)	(24.38)	6.8%
<b>Share-based payments expense <sup>(2)</sup></b>	<b>(0.51)</b>	<b>(2.11)</b>	<b>(75.8%)</b>
Operating lease expense	(0.05)	(0.05)	(2.0%)
Depreciation of right-of-use assets	(2.10)	(2.09)	0.3%
Depreciation of plant and equipment	(0.39)	(1.43)	(72.5%)
Other operating expenses	(4.85)	(5.15)	(5.8%)
<b>Total operating expenses</b>	<b>(33.94)</b>	<b>(35.21)</b>	<b>(3.6%)</b>

<sup>(2)</sup> Mainly due to less performance shares awarded to eligible employees of the Group in FY21 as compared to FY20



# OPERATING EXPENSES FOR THE GROUP

– Key movements

For the year ended	FY21 S\$m	FY20 S\$m	% Increase/ (decrease)
Employee benefits expense	(26.04)	(24.38)	6.8%
Share-based payments expense	(0.51)	(2.11)	(75.8%)
Operating lease expense	(0.05)	(0.05)	(2.0%)
Depreciation of right-of-use assets	(2.10)	(2.09)	0.3%
<b>Depreciation of plant and equipment <sup>(3)</sup></b>	<b>(0.39)</b>	<b>(1.43)</b>	<b>(72.5%)</b>
Other operating expenses	(4.85)	(5.15)	(5.8%)
<b>Total operating expenses</b>	<b>(33.94)</b>	<b>(35.21)</b>	<b>(3.6%)</b>

<sup>(3)</sup> CellVec's plant and equipment was fully impaired during FY20 and no further depreciation of was recorded during FY21

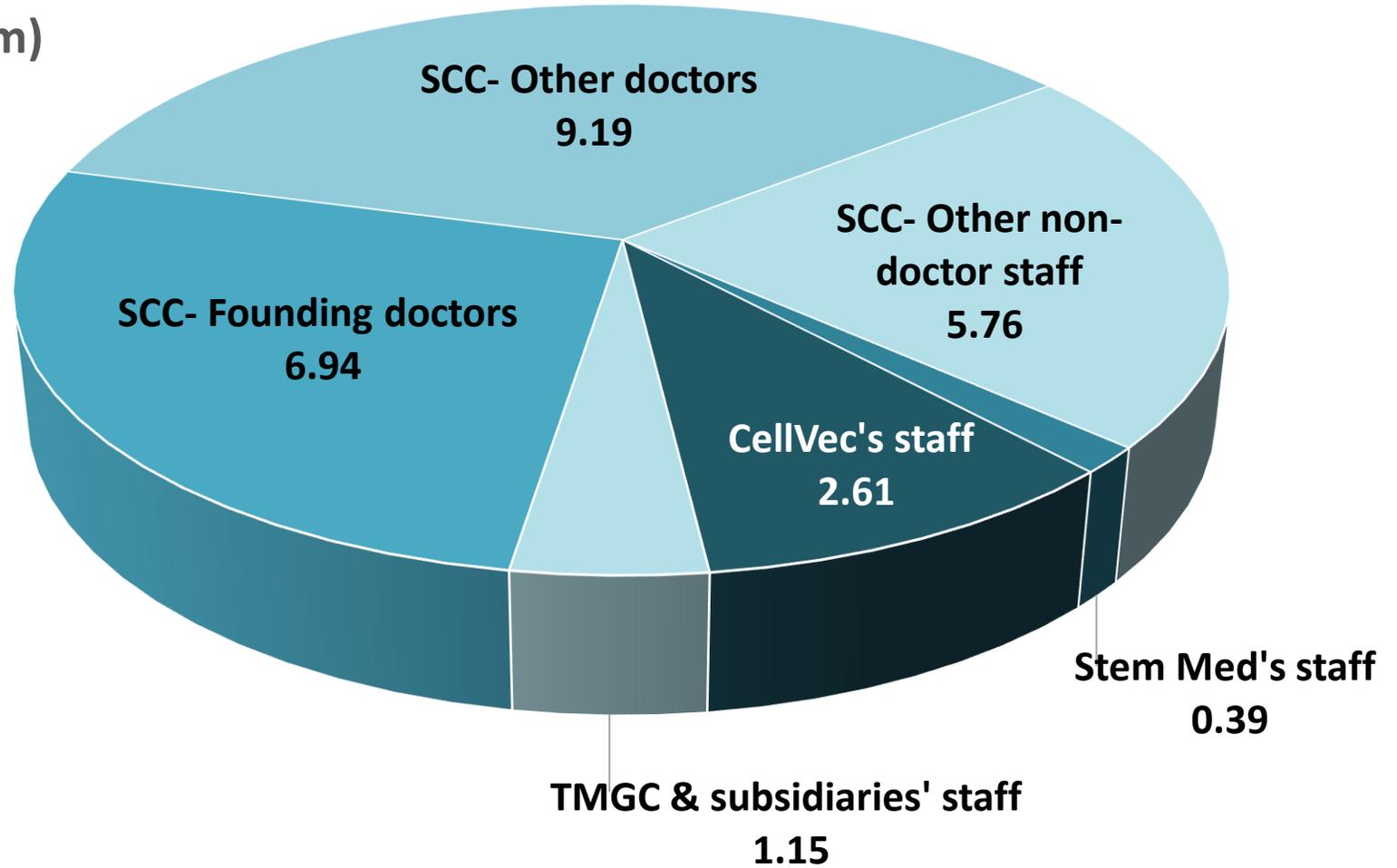


# EMPLOYEE BENEFITS EXPENSE FOR THE GROUP

– By Entities

**FY21 (Total: S\$26.04m)**

(In S\$'m)



*SCC- Singapore Cancer Centre Pte. Ltd.*

*Stem Med- Stem Med Pte. Ltd.*

*CellVec- CellVec Pte. Ltd.*

*TMGC- TalkMed Greater China Pte. Ltd.*



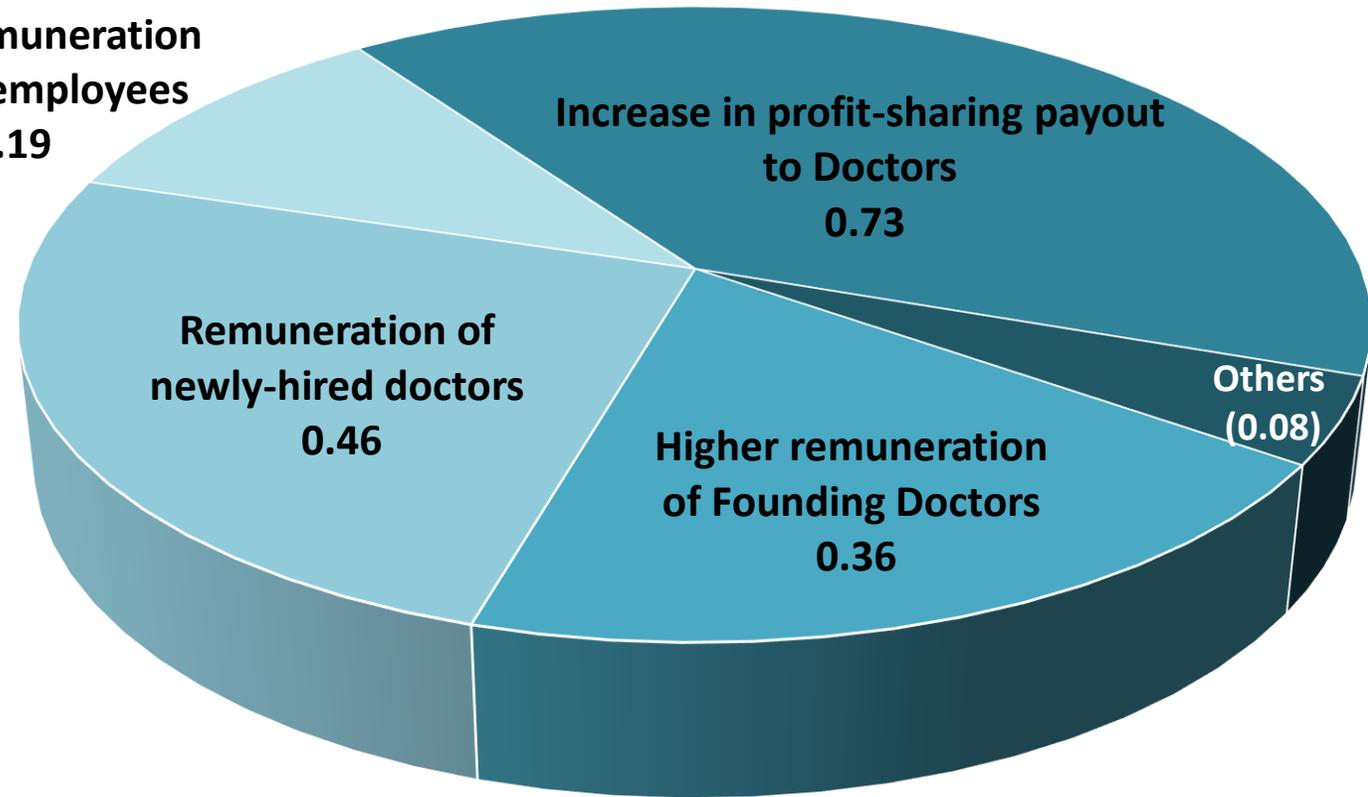
# EMPLOYEE BENEFITS EXPENSE FOR THE GROUP

– FY2021 vs FY2020

## FY21 vs FY20: Increase of S\$1.66m (see below for breakdown)

(In S\$'m)

Higher remuneration  
of other employees  
0.19



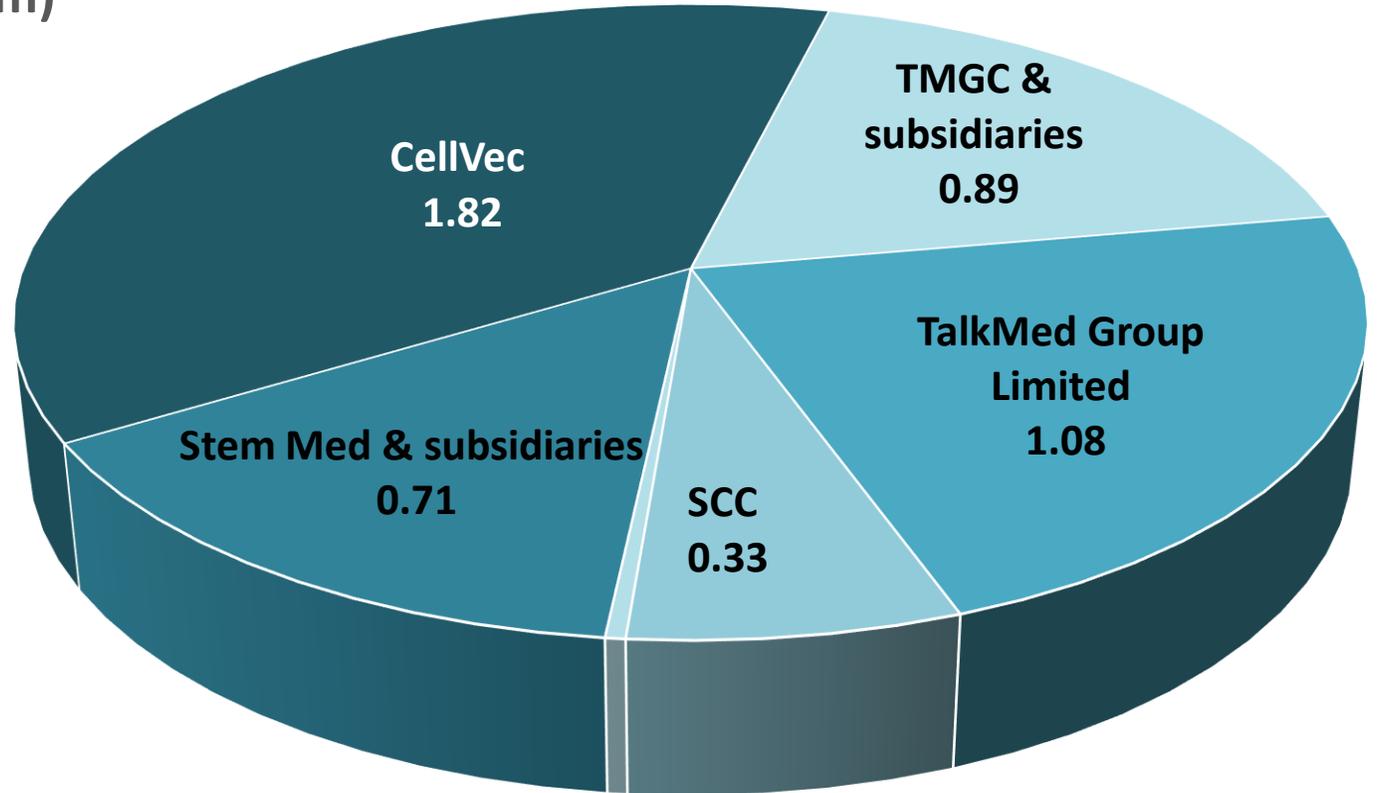


# OTHER OPERATING EXPENSES FOR THE GROUP

– By Entities

**FY21 (Total: S\$4.85m)**

(In S\$'m)



TalkMed Vietnam  
Pte. Ltd.  
0.02

SCC- Singapore Cancer Centre Pte. Ltd.  
Stem Med- Stem Med Pte. Ltd.  
CellVec- CellVec Pte. Ltd.  
TMGC- TalkMed Greater China Pte. Ltd.

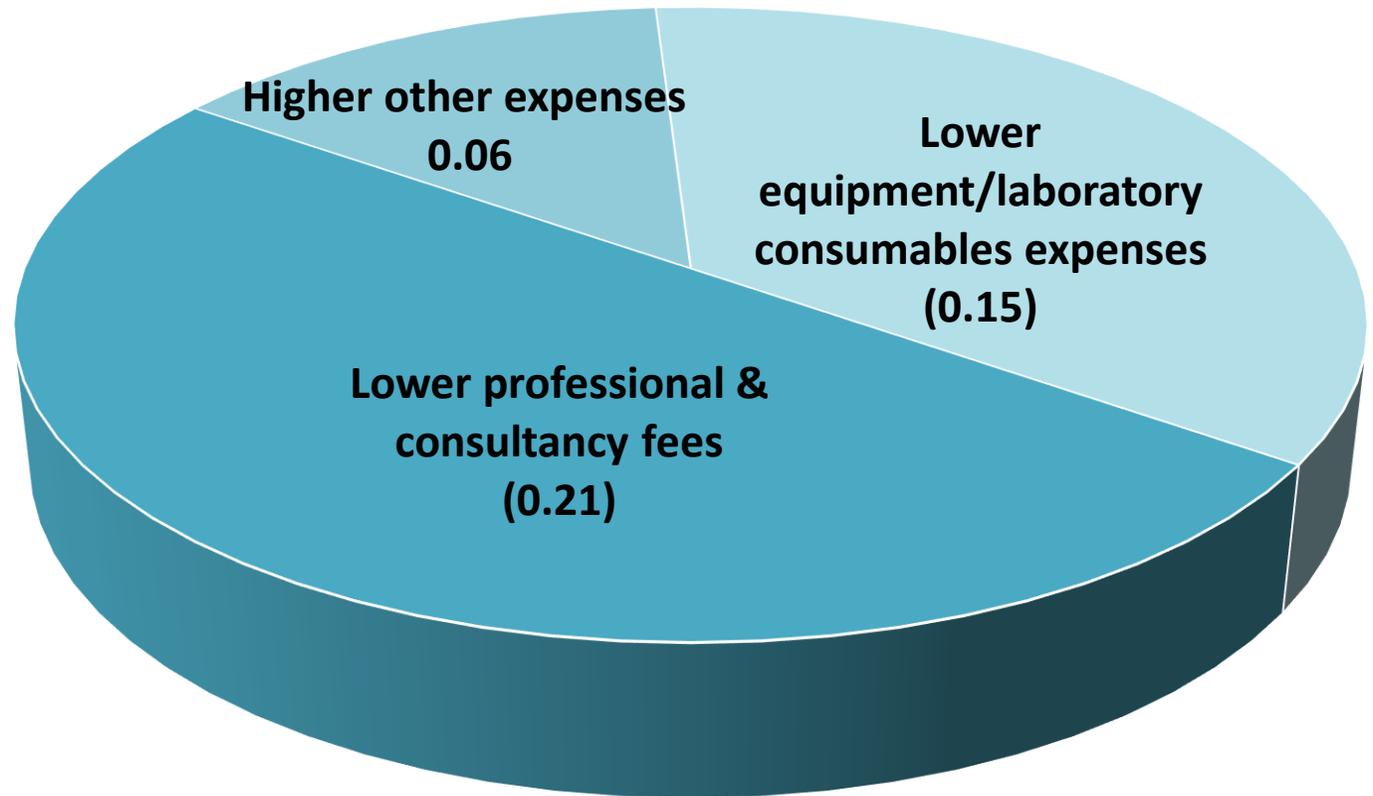


# OTHER OPERATING EXPENSES FOR THE GROUP

– FY2021 vs FY2020

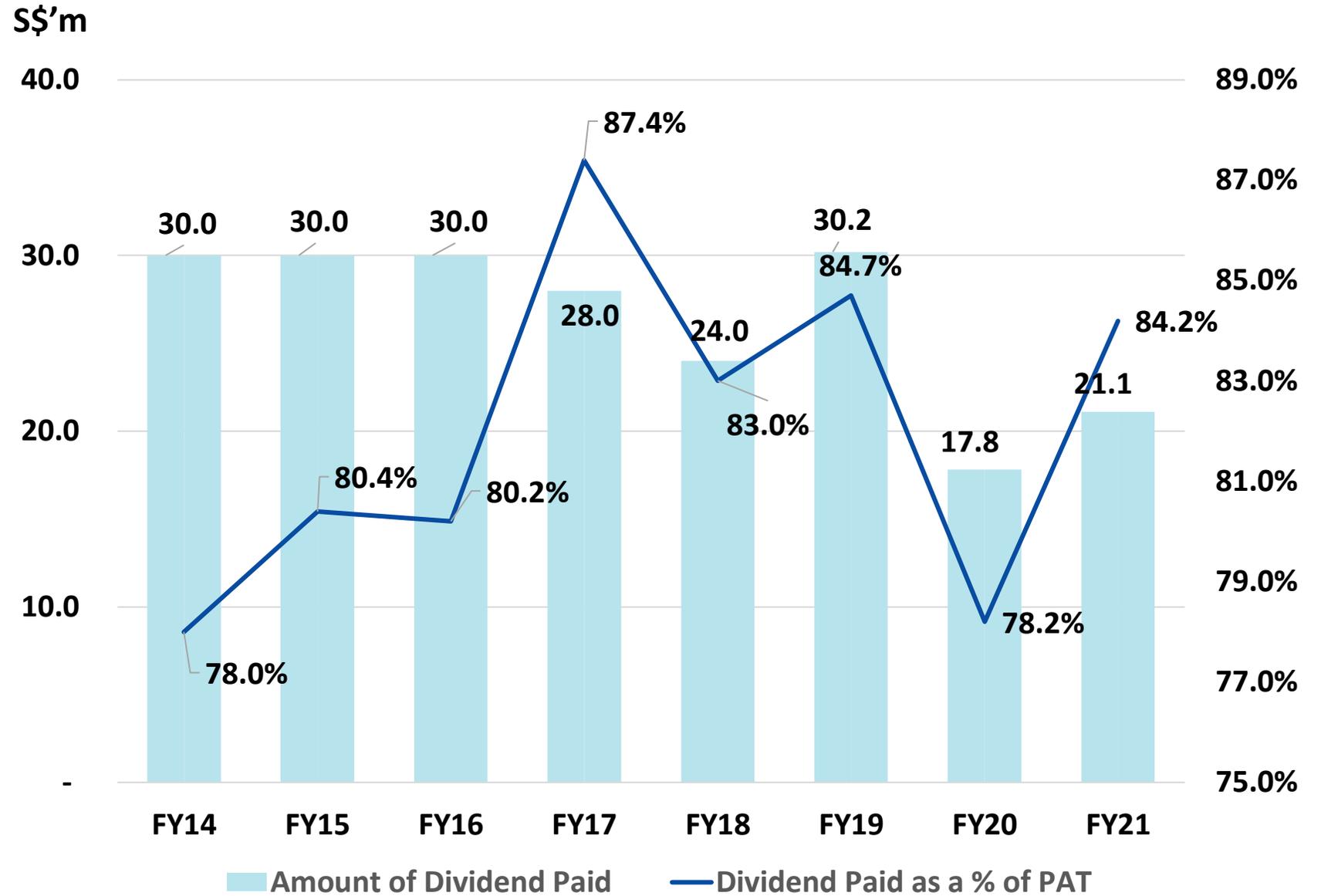
## FY21 vs FY20: Decrease of S\$0.30m (see below for breakdown)

(In S\$'m)



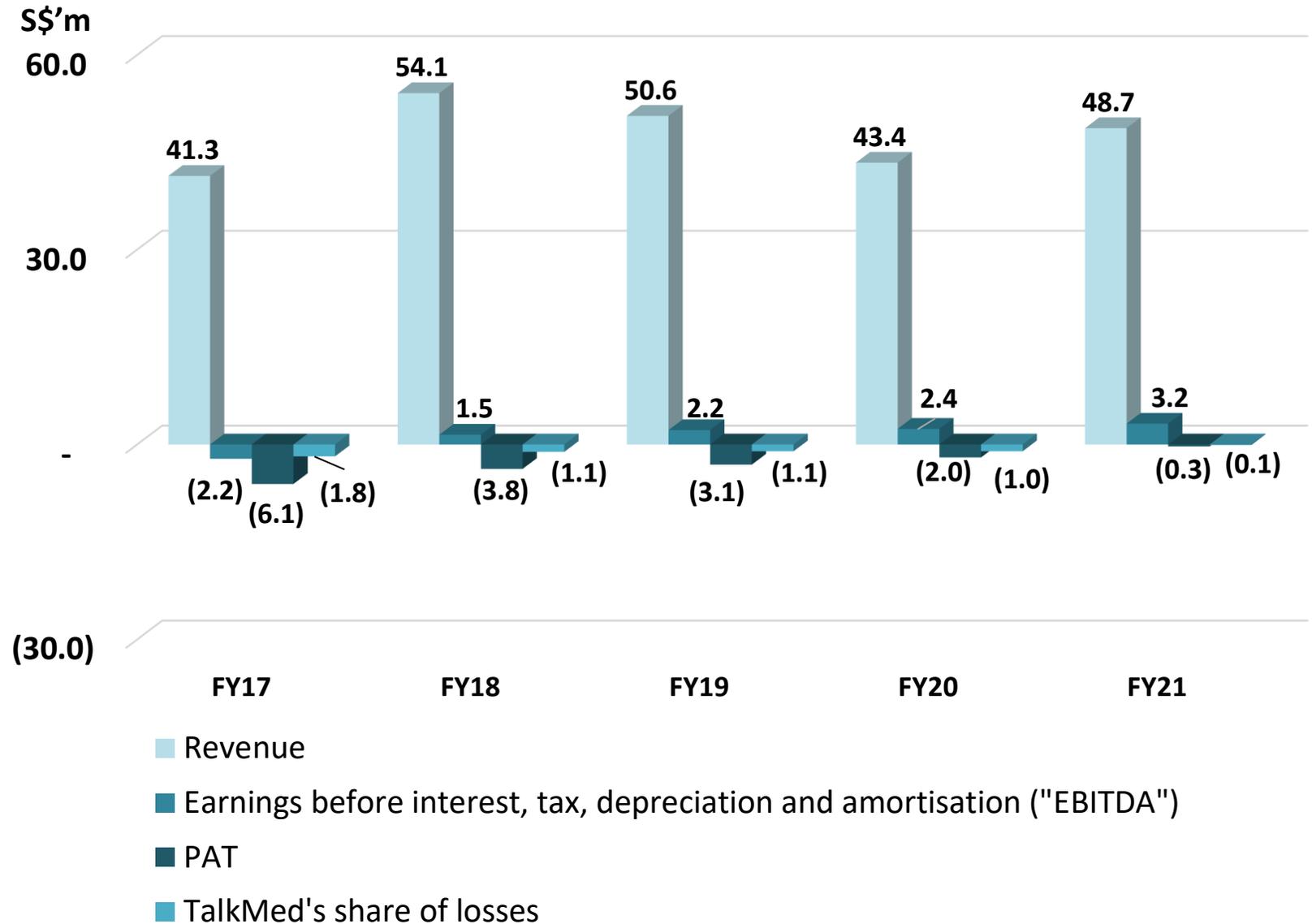


# DIVIDENDS





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



# Agenda

Financial  
performance



**Business  
and  
corporate  
update**



Summary and  
outlook



# 2021



## BUSINESS AND CORPORATE UPDATES

Oct

- Appointment of Ms. Leong Ching Ching as Non-Independent Non-Executive Director, in **October 2021**.
- She has also been appointed as a member of the Remuneration Committee.
- Ms Leong is an economist and Vice Provost (Student Life) of the National University of Singapore (“NUS”). She is an Associate Professor at the Lee Kuan Yew School of Public Policy.

- Ms Leong is an expert on public governance, sustainability and environmental economics.
- She graduated with an MA (Philosophy) and a PhD (Public Policy) from the National University of Singapore, as well as an MA (Journalism) at the University of London.
- Before joining NUS, she was a journalist in both print and broadcast media, as an editor in The Straits Times and Channel NewsAsia.

# 2021



## BUSINESS AND CORPORATE UPDATES (CONT'D)

Oct

- Following a strategic review of its investment in Stem Med Pte. Ltd. (“**Stem Med**”), the Company disposed of its entire 55.2% equity interest in Stem Med to Edge Capital Fund SP2 Pte. Ltd. (the “**Purchaser**”) (the “**Divestment**”).
- The Purchaser is a Singapore-incorporated subsidiary of Edge Capital Fund SPC (the “**SPC**”), a segregated portfolio company incorporated with limited liability in the Cayman Islands.
- The consideration for the Divestment was satisfied by the allotment and issue to the Group’s 811 Class C non-voting participating shares in Regenos Gero-Science Fund SP, a segregated portfolio of the SPC.
- The Group recorded a gain on disposal of some S\$1.0 million following Divestment.



# BUSINESS AND CORPORATE UPDATES

(CONT'D)

- *Projects in China*



## Sino-Singapore Cancer Centre

- Category 2A (二级甲) oncology hospital
- 150 beds and 30 chemotherapy chairs;
- Advanced equipment including PET/CT and a medical linear accelerator; and
- Multidisciplinary team from both PRC and Singapore.



## TalkMed Shanshui Medical Centre

- Private outpatient medical centre
- Gross floor areas of 1,100m<sup>2</sup>;
  - Offers premier/ quality oncology treatment, radiology/ cancer screening services and post-treatment services;
  - Supported by a TCM centre; and
  - Offers fast-track access to Singapore's healthcare system.

# 2021



## BUSINESS AND CORPORATE UPDATES (CONT'D)

### - *Projects in China (cont'd)*

- Sino-Singapore Cancer Centre (“**SSCC**”), the Group’s joint venture in Yongchuan, Chongqing, obtained its practice license of medical institution in April 2021 and commenced its operations in June 2021.
- TalkMed Shanshui Medical Centre (“**TSMC**”), our outpatient medical centre in Beijing, obtained its practice licence of medical institution in May 2021 and commenced operations in August 2021.
- In August 2021, the Group jointly established a 30%-owned joint venture company, Chongqing Medtech Health Management Co., Ltd. (“**CMHM**”), in Chongqing.
  - CMHM’s principal activity is to assist partner hospitals in China to establish internet hospitals and operate their internet pharmacies; and
  - CMHM is expected to commence operations during the second half of 2022 if the COVID-19 situation in China does not worsen.

# 2022

Jan



## BUSINESS AND CORPORATE UPDATES (CONT'D)

- Dr Wong Siew Wei joined the Group as a Senior Consultant, Medical Oncologist, in January 2022.
- His areas of expertise and interest are in prostate, kidney, bladder, upper gastrointestinal and lung cancers.
- Prior to private practice, Dr Wong Siew Wei was a Consultant, Medical Oncologist with Johns Hopkins Singapore International Medical Centre and Tan Tock Seng Hospital.
- He underwent Basic and Advanced Physician Training in medical oncology in Victoria, Australia, culminating in a Fellowship in Royal Australasian College of Physicians (FRACP). Dr Wong holds a Clinical Diploma in Palliative Care awarded by the Victorian Chapter of Palliative Medicine, Australia.
- Dr Wong was the Programme Director of the National Healthcare Group Medical Oncology Training Programme. He also served as a member of Tan Tock Seng Hospital's Drug and Therapeutics Committee.



## BUSINESS AND CORPORATE UPDATES (CONT'D)

# 2022

Feb

- On 25 February 2022, the Company submitted an application to the SGX-ST in relation to the proposed transfer of the listing of the Company from the Catalist Board to the Mainboard.
- The Company is of the view that the proposed transfer would enhance the long-term value for our shareholders.
- On 25 March 2022, the Company obtained the approval in-principle from the SGX-ST in relation to the proposed transfer.
- We will share more on the Proposed Transfer during the EGM.

# 2022



## BUSINESS AND CORPORATE UPDATES (CONT'D)

### - *Business outlook*

- Our efforts to ramp up the operations of our projects in China were hampered by the strict restrictions that were put in place by the government to contain the COVID-19 pandemic since November 2021.
- Such restrictions have curtailed movements of patients from other cities in China to seek treatments at our centres, negatively impacting patient load.
- As such, while we remain confident in the long-term potential of our projects in China, we do not expect these projects to contribute meaningfully to the Group's bottom-line in the short run given the recent surge in COVID-19 cases.
- We will continue to monitor the situation and provide updates on our China projects as and when any material developments arise.

# 2022



## BUSINESS AND CORPORATE UPDATES

(CONT'D)

- *Business  
outlook (cont'd)*

- In Singapore, following the easing of measures that were announced in March, in particular, the removal of quota on the number of daily arrivals and entry approval for fully vaccinated visitors entering Singapore, we cautiously expect a gradual recovery of medical tourism.
- In Hong Kong, on the other hand, following the surge in COVID-19 cases in February and March, COVID-19 related laws, including restrictions on vehicles and individuals crossing the border between the mainland and Hong Kong, had been extended to September 2022.
- While such measures could be relaxed further on, we would expect restrictions to remain in some form, which would likely affect the timing and extent of recovery in foreign patient numbers, in particular, from China.

# 2022



## BUSINESS AND CORPORATE UPDATES (CONT'D)

- *Business  
outlook (cont'd)*

- Also, while the number of COVID-19 cases in Hong Kong appears to be tapering off, we are mindful of the negative impact on our patient numbers each time a surge in cases occurs, as seen from the patient numbers of our Hong Kong centre in February and March due to cancellations and postponements of treatments.

# Agenda

Financial  
performance



Business and  
corporate update



**Summary  
and  
outlook**





## SUMMARY AND OUTLOOK

1

The Group's revenue in FY21 decreased by some 2.2% mainly due to the decrease in revenue from oncology services following lower number of patient visits at our medical centres. Interest and other income had also decreased in FY21.

2

While the Group's share of losses for our Hong Kong associate narrowed, the share of losses of our joint ventures in China increased in FY21.

3

Notwithstanding the above, the Group's PAT in FY21 increased by some 15.7% mainly due to the decrease in operating expenses and lower income tax and no impairment loss recorded in FY21.



## SUMMARY AND OUTLOOK (CONT'D)

4

The Company has proposed a final dividend of S\$0.009 per share.

Together with the interim dividend of S\$0.007 per share that was paid in August 2021, this will constitute 84.2% of the net profits attributable to owners of the Company in FY21.

5

Given the recent surge in the number of COVID-19 cases in China, we expect further headwinds in our efforts to ramp up our China operations in 2022 as it is uncertain as to when the restrictive measures would be eased.

We do not expect our China projects to contribute meaningfully to the Group's bottom-line in the short run.



## SUMMARY AND OUTLOOK (CONT'D)

6

Notwithstanding the recent surge in the number of COVID-19 cases in Hong Kong, we are cautiously confident that our Hong Kong centre will ride out of the recent wave as it continues to focus on local patients while awaiting the lifting of the travel restrictions.

7

In Singapore, we look forward to the return of foreign patients following the easing of measures that were announced by our Singapore government in March.



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 2021, together with the Auditor's Report thereon

2

Approval of final one-tier tax-exempt dividend of 0.90 Singapore cent per ordinary share in respect of the financial year ended 31 December 2021

3

Approval of Directors' fees of S\$500,000 for the financial year ending 31 December 2022 to be paid quarterly in arrears

4

Re-election of Dr Ang Peng Tiam as a Director of the Company pursuant to Regulation 91 of the Company's Constitution



## RESOLUTIONS (CONT'D)

5

Re-election of Dr Khoo Kei Siong as a Director of the Company pursuant to Regulation 91 of the Company's Constitution

6

Re-election of Mr Sitoh Yih Pin as a Director of the Company pursuant to Regulation 91 of the Company's Constitution

7

Approval of the continued appointment of Mr Sitoh Yih Pin as an Independent Director, for purposes of Rule 406(3)(d)(iii)(A) of the Catalist Rules

8

Approval of the continued appointment of Mr Sitoh Yih Pin as an Independent Director, for purposes of Rule 406(3)(d)(iii)(B) of the Catalist Rules

9

Re-election of Ms Leong Ching Ching as a Director of the Company pursuant to Regulation 97 of the Company's Constitution



## RESOLUTIONS (CONT'D)

10

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

11

Authority to allot and issue shares



# Polling Results

**TALKMED GROUP LIMITED**

**ANNUAL GENERAL MEETING ON 21 APRIL 2022 AT 6.00 P.M.**

The results of the poll on each of the Resolutions put to vote are set out below:

Resolution number and details	Total Number of Shares Represented by Votes For and Against the Relevant Resolution	FOR		AGAINST		ABSTAIN
		Number of shares	%	Number of shares	%	Number of shares
<b>Resolutions relating to:</b>						
<b>Resolution 1</b> Adoption of Directors' Statement and Audited Financial Statements of the Company and the Group for the financial year ended 31 December 2021, together with the Auditor's Report thereon	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 2</b> Approval of final one-tier tax-exempt dividend of 0.90 Singapore cent per ordinary share in respect of the financial year ended 31 December 2021	1,179,613,223	1,179,613,223	100	0	0	0
<b>Resolution 3</b> Approval of Directors' fees of S\$500,000 for the financial year ending 31 December 2022 to be paid quarterly in arrears	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 4</b> Re-election of Dr Ang Peng Tiam as a Director of the Company pursuant to Regulation 91 of the Company's Constitution	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 5</b> Re-election of Dr Khoo Kei Siong as a Director of the Company pursuant to Regulation 91 of the Company's Constitution	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 6</b> Re-election of Mr Sitoh Yih Pin as a Director of the Company pursuant to Regulation 91 of the Company's Constitution	1,179,612,623	1,179,612,623	100	0	0	600

**TALKMED GROUP LIMITED**  
**ANNUAL GENERAL MEETING ON 21 APRIL 2022 AT 6.00 P.M.**

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Resolution number and details	Total Number of Shares Represented by Votes For and Against the Relevant Resolution	FOR		AGAINST		ABSTAIN Number of shares
		Number of shares	%	Number of shares	%	
<b>Resolutions relating to:</b>						
<b>Resolution 7</b> Approval of the continued appointment of Mr Sitoh Yih Pin as an Independent Director, for purposes of Rule 406(3)(d)(iii)(A) of the Catalist Rules	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 8</b> Approval of the continued appointment of Mr Sitoh Yih Pin as an Independent Director, for purposes of Rule 406(3)(d)(iii)(B) of the Catalist Rules	221,340,623	221,340,623	100	0	0	958,272,600
<b>Resolution 9</b> Re-election of Ms Leong Ching Ching as a Director of the Company pursuant to Regulation 97 of the Company's Constitution	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 10</b> Re-appointment of Messrs Ernst & Young LLP as Auditor and to authorise the Directors of the Company to fix their remuneration	1,179,612,623	1,179,612,623	100	0	0	600
<b>Resolution 11</b> Authority to allot and issue new Shares	1,179,612,623	1,179,612,623	100	0	0	600





Thank you