



ECON HEALTHCARE (ASIA) LIMITED

**Financial Presentation**

**FY2021**

*Riding the Silver Wave in Asia*

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27 May 2021



## Financial Highlights

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# FY 2021 Financial Highlights

## FINANCIAL PERFORMANCE

S\$ '000	FY2021	FY2020	Y-o-Y % Δ	Y-o-Y S\$ Δ
Aggregate revenue and Operating subvention grant	37,909	37,320	▲ 1.6%	▲ 589
EBITDA	14,472	11,938	▲ 21.2%	▲ 2,534
EBITDA Margin	38.2%	32.0%	▲ 19.3%	▲ 6.2%
PATMI	5,700	4,037	▲ 41.2%	▲ 1,663
PATMI Margin	15.0%	10.8%	▲ 39.0%	▲ 4.2%
EPS	2.72	1.95	▲ 39.5%	▲ 0.77
NAV	11.94	9.31	▲ 28.2%	▲ 2.63
Dividend Per Share (Singapore cent) *	0.78	N.A		

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<b>Aggregate revenue and Operating subvention grant</b>	<b>37,909</b>	<b>37,320</b>	<b>1.6%</b>	<b>589</b>
<i>Medicare centres and nursing homes fees</i>	19,307	19,832	-2.6%	(525)
<i>Ancillary fees</i>	1,071	2,094	-48.8%	(1,023)
Sub total	20,378	21,925	-7.1%	(1,547)
Operating subvention grant	17,531	15,394	13.9%	2,137
<b>Other Income</b>	<b>6,219</b>	<b>588</b>	<b>957.1%</b>	<b>5,631</b>
<b>Supplies and consumables</b>	<b>5,462</b>	<b>4,934</b>	<b>10.7%</b>	<b>528</b>
<b>Staff costs</b>	<b>18,469</b>	<b>16,947</b>	<b>9.0%</b>	<b>1,522</b>
<b>SFRS (I) 16 Leases</b>	<b>6,162</b>	<b>6,129</b>	<b>0.5%</b>	<b>33</b>
<i>Depreciation of right-of-use assets</i>	5,174	5,114	1.2%	60
<i>Finance costs – leases</i>	988	1,015	-2.7%	(27)
<b>Other operating expenses</b>	<b>4,763</b>	<b>3,016</b>	<b>57.9%</b>	<b>1,747</b>
<b>Operating Profit</b>	<b>8,175</b>	<b>5,815</b>	<b>40.6%</b>	<b>2,360</b>
Medicare centres and nursing homes fees	7,501	6,526	14.9%	975
Ancillary fees	591	(711)	-183.1%	1,302
<b>Operating Profit Margin</b>	<b>21.6%</b>	<b>15.6%</b>	<b>38.4%</b>	<b>6.0%</b>
Medicare centres and nursing homes fees	18.9%	15.6%	20.9%	3.3%
Ancillary fees	55.2%	-34.0%	-262.5%	89.1%
<b>EBITDA</b>	<b>14,472</b>	<b>11,938</b>	<b>21.2%</b>	<b>2,534</b>
<b>EBITDA Margin</b>	<b>38.2%</b>	<b>32.0%</b>	<b>19.3%</b>	<b>6.2%</b>
<b>Normalised Operating Profit *</b>	<b>6,346</b>	<b>5,815</b>	<b>9.1%</b>	<b>531</b>
<b>Normalised Operating Profit Margin</b>	<b>16.7%</b>	<b>15.6%</b>	<b>7.4%</b>	<b>1.2%</b>
<b>PATMI</b>	<b>5,700</b>	<b>4,037</b>	<b>41.2%</b>	<b>1,663</b>
<b>PATMI Margin</b>	<b>15.0%</b>	<b>10.8%</b>	<b>39.0%</b>	<b>4.2%</b>
<b>EPS (cents)</b>	<b>2.72</b>	<b>1.95</b>	<b>39.5%</b>	<b>0.77</b>
<b>NAV (cents)</b>	<b>11.94</b>	<b>9.31</b>	<b>28.2%</b>	<b>2.63</b>

\*normalised item includes Exceptional Grant: JSS, FWL, Rent concession, property tax rebate, staff accomodation; and Exceptional expenses: IPO & staff accomodation expense, net amounted to S\$1.8 million approximately

# FY 2021 Financial Highlights

## FINANCIAL PERFORMANCE – TOPLINE

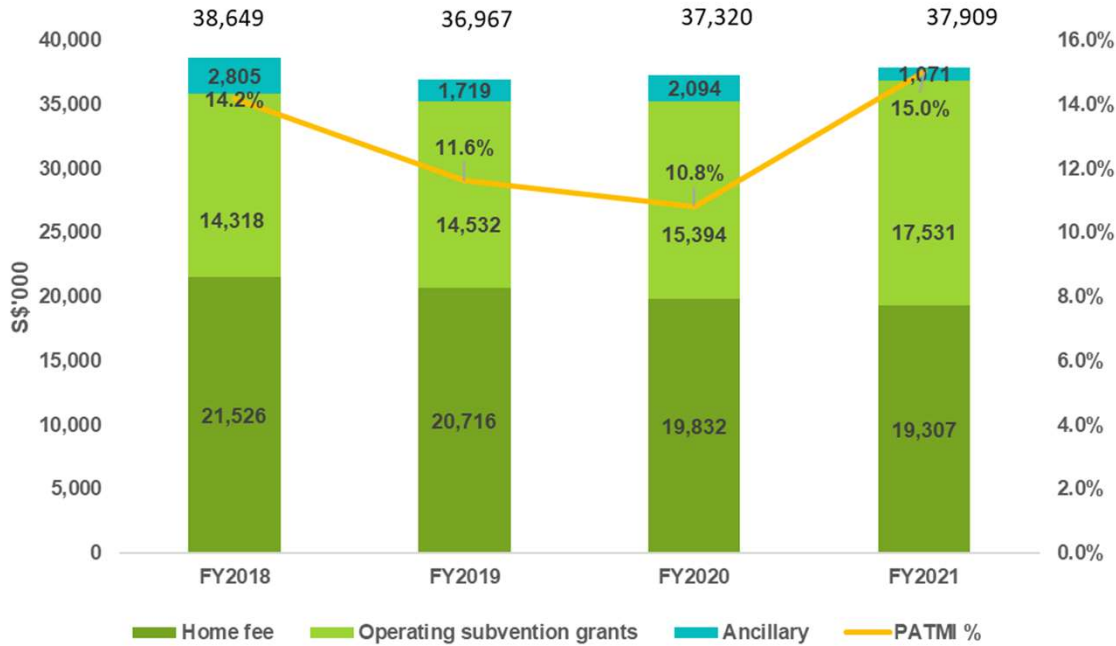
S\$ '000	FY2021	FY2020	Y-o-Y % Δ	Y-o-Y S\$ Δ
<b>Aggregate revenue and Operating subvention grant</b>	<b>37,909</b>	<b>37,320</b>	<b>1.6%</b>	<b>589</b>
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### FY2021 vs FY2020

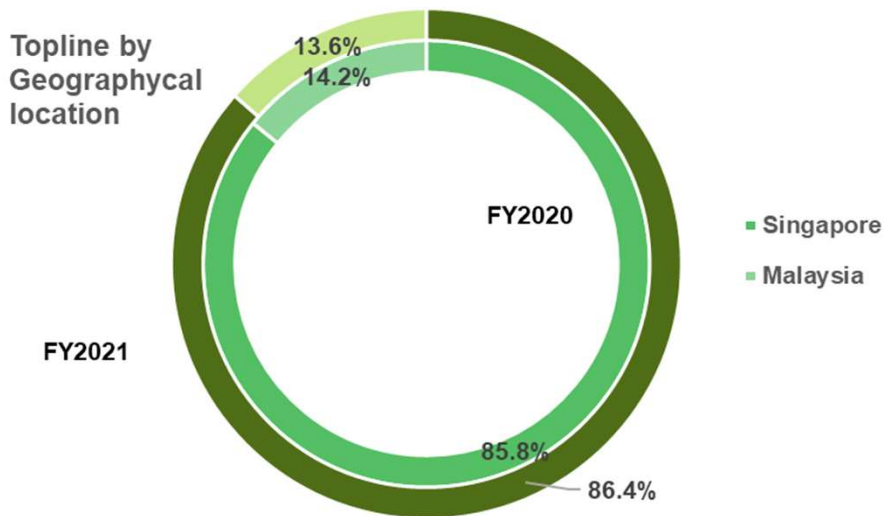
- Operating subvention grants increased mainly due to the increase in the total number of beds occupied by subsidised residents in our medicare centres and nursing homes in Singapore. The bed occupancy in Singapore increased from 89.5% in FY2020 to 95% in FY2021.
- Overall, our bed occupancy increased from an average of 1,068 beds in FY2020 to an average of 1,117 beds in FY2021. The total bed capacity was 1,376 and 1,238 for FY2021 and FY2020 respectively.
- Ancillary fees decreased due mainly to the cessation of our ambulance services and reduction of management fees charged to our related corporation WPHPL, which owned and operated WPH, following the cessation of operations of WPH in August 2020. Our TCM and physiotherapy business were affected as we can only accept patient by appointment with movement control.
- Other income increased due mainly to Exceptional Grant S\$4.3m:
  - (i) the Job Support Scheme grants and grant on Foreign Worker Levy of S\$1.9m;
  - (ii) the rent concessions and Prop. Tax rebate of S\$0.6m; and
  - (iii) the staff accommodation grants of S\$1.8m,
- Loan recovered thru interest person – Econ Advance Renal Care Pte Ltd upon disposal S\$375k
- Malaysia wage subsidy S\$239k, SG MOH pass levy support S\$241k, SG Senior Activity Centres grant S\$120k.

# FY 2021 Financial Highlights

## FINANCIAL PERFORMANCE – BUSINESS & GEOGRAPHICAL SEGMENTS



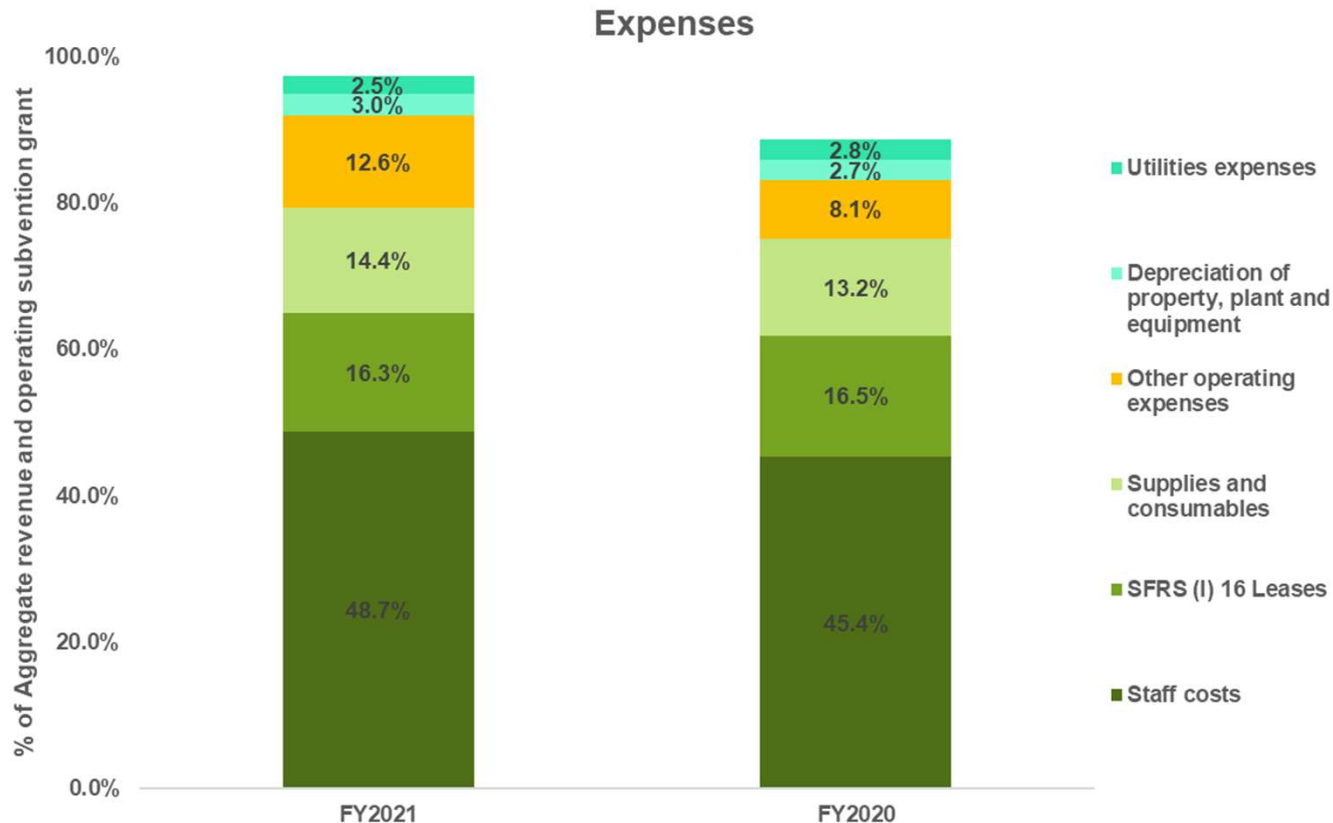
- Home fee and operating subvention grant increased from S\$35.2m to S\$36.8m in FY2021, an improvement of S\$1.6m at nursing home and home care operation
- PATMI % improved from 10.8% to 15.0% in FY2021



- Top line contributed by Singapore increase with the historically high occupancy rate, 95%. FY2020 was 89.5%

# FY 2021 Financial Highlights

## FINANCIAL PERFORMANCE



- Included in the staff cost are S\$840k relating to staff accommodation. Normalised staff cost % will be 46.5%. The balance 1.1% were due to annual salary adjustment, and additional OT payment incurred for the Covid-19 pandemic.
- Supplies and consumables higher as additional transportation cost following the increase in our homecare and day care business, as well as the increase in food cost and toiletries expense for our Singapore nursing homes as a result of bed occupancy increase.
- Other operating expense increased due to the IPO expense, S\$1.65m



# FY 2021 Financial Highlights

## FINANCIAL PERFORMANCE – BALANCE SHEET AND CASH FLOWS

BALANCE SHEET Highlights			CASH FLOWS Highlights		
S\$ '000	FY2021	FY2020	S\$ '000	FY2021	FY2020
<b>Total assets</b>	<b>72,654</b>	<b>53,690</b>	Operating cash flow before working capital change	14,065	11,948
Cash and cash equivalents	16,095	7,334	<b>Net cash flow from operating activities</b>	<b>15,589</b>	<b>10,585</b>
Trade and other receivables	3,352	5,336	Capital expenditure	(2,753)	(1,890)
Other assets	246	65	<b>Net cash flow used in investing activities</b>	<b>(2,869)</b>	<b>(2,881)</b>
Current assets	19,693	12,735	Free cash flow	12,836	8,695
Property, plant and equipments	16,476	15,114	Net increase/(decrease) in loans and borrowings	806	(301)
Right-of-use assets	27,154	29,001	<b>Net cash flow used in financing activities</b>	<b>(4,010)</b>	<b>(8,112)</b>
Investment property	8,154	8,281			
Non-current assets	52,961	53,690	<b>Net increase/ (decrease) in cash flow</b>	<b>8,710</b>	<b>(408)</b>
<b>Total Liabilities</b>	<b>47,424</b>	<b>47,287</b>	FINANCIAL INDICATORS		
Trade and other payables	5,978	4,928	RATIO	FY2021	FY2020
Lease Liabilities	23,677	25,691	<b>Turnover days</b>		
Current liabilities	18,066	14,303	Trade receivables turnover days	24.4	40.6
Non-current liabilities	29,358	32,984	Trade payables turnover days	40.9	105.0
			<b>Liquidity ratios</b>		
<b>Loans and borrowings</b>	<b>10,361</b>	<b>9,638</b>	Current ratio	1.1	0.9
Short term	5,825	3,473	<b>Debt ratios</b>		
Long term	4,536	6,165	Net (Cash) or Debt / shareholders equity	- 0.2	0.1
			Gearing	0.4	0.5
<b>Net cash/ (debt)</b>	<b>5,734</b>	<b>(2,304)</b>	EBITDA/ interest expense	37.7	25.5

- Increase in Trade and other receivables due mainly to the repayment received from related corporation upon IPO, S\$1.6m trade and S\$0.5m non trade
- Increase in cash and bank balances due mainly to the receipts from related corporation and immediate holding company upon IPO as well as receipts grants income from MOH.
- Increase in Trade and other payables due mainly to the increased in accrued IPO expense, for S\$1.6m, net off with the reduction of 3<sup>rd</sup> party trade payables for S\$0.5m

Notes:

- (1) Trade receivable turnover days = (trade receivables and government grant receivables for subvention / aggregate revenue and operating subvention grants) \* days in period (i.e. 365 days for FY and 182 days for 6M)
- (2) Trade payables turnover days = (trade payables / supplies and consumables) \* days in period (i.e. 365 days for FY and 182 days for 6M)
- (3) Net gearing = Net Debt / shareholders equity

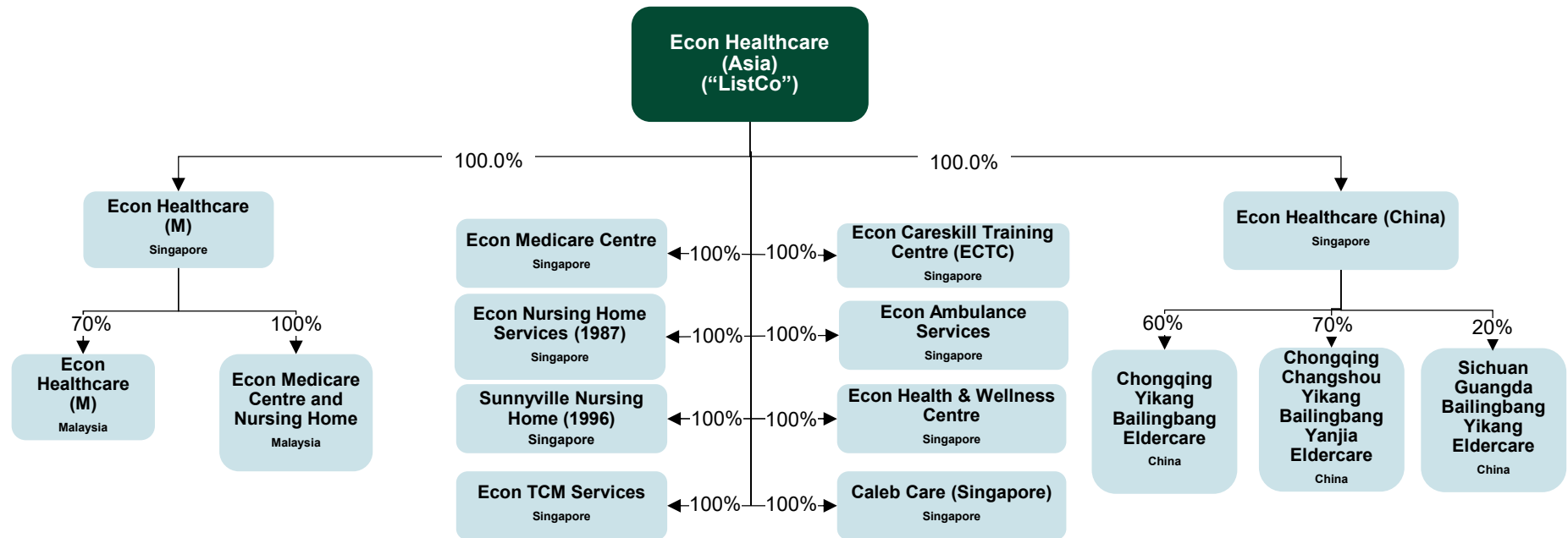




## Supplemental Information

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# Econ Healthcare (Asia) Limited Shareholding Structure



Note:  
 ECON Medicare Centre and Nursing Home – Chongqing (JFB) commenced business on 17 May 2021. Facility is held under Chongqing Yikang Bailingbang Eldercare  
 Sichuan Guangda incorporated on 3 March 2021  
 Chongqing Changshou incorporated on 30 April 2021

# Our Overseas Centres

## Taman Perling, Johor Bahru, Malaysia



## Chongqing, China

