



ECON HEALTHCARE (ASIA) LIMITED

Riding the Silver Wave in Asia

For the six-months period ended 30 September 2024

12 November 2024

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Financial Highlights

6M2025 Financial Highlights

FINANCIAL PERFORMANCE

S\$ '000	6M2025	6M2024 [^]	Y-o-Y % Δ	Y-o-Y S\$ Δ	6M2023 [^]	As % of Revenue		
						6M2025	6M2024 [^]	6M2023 [^]
Revenue	32,743	24,499	33.7%	8,244	20,995	100%	100%	100%
Other Income [#]	2,704	2,344	15.4%	360	3,221	8%	10%	15%
Supplies and consumables	3,352	3,260	2.8%	92	2,933	10%	13%	14%
Staff costs	18,435	13,602	35.5%	4,833	11,201	56%	56%	53%
Leases [*]	4,364	4,216	3.5%	148	4,178	13%	17%	20%
Other operating expenses	2,622	2,200	19.2%	422	2,266	8%	9%	11%
EBITDA	10,051	6,960	44.4%	3,091	7,069	31%	28%	34%
EBITDA Margin	30.7%	28.4%	8.1%	2.3%	33.7%			
Normalised Profit before tax from continuing operations[#]	3,826	1,916	99.7%	1,910	2,198	12%	8%	10%
Normalised Profit before tax from continuing operation	11.7%	7.8%	49.4%	3.9%	10.5%			
PATMI from continuing operations	3,665	1,867	96.3%	1,798	1,857	11%	8%	9%
PATMI from continuing operations margin	11.2%	7.6%	46.9%	3.6%	8.8%			
EPS (cents) from continuing operations	1.38	0.73	89.7%	0.65	0.72			
NAV (cents)	18.13	15.10	20.0%	3.03	14.27			

[^] The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate

[#] Normalised item refer to net of exceptional grants and gains/expenses, which include grants on salary enhancements, pre-operating funding, gain on disposal of subsidiaries and associate and impairment losses investment in associates

^{*} Leases comprise of depreciation of right-of-use assets of S\$3.8 million (6M2024: S\$3.7 million) and interest expense from lease liabilities of S\$0.6 million (6M2024: S\$0.5 million). Leases are not included in the computation of EBITDA.

6M2025 Financial Highlights

FINANCIAL PERFORMANCE – VARIANCE ANALYSIS

S\$ '000	6M2025	6M2024 [^]	Y-o-Y % Δ	Y-o-Y S\$ Δ	6M2023 [^]
Revenue	32,743	24,499	33.7%	8,244	20,995

6M2025 vs 6M2024

- Consolidated revenue for 6M2025 reported increase of S\$8.2 million or 33.7%, from S\$24.5 million to S\$32.7 million.
- Singapore, our largest revenue contributing region, represents 90.2% of our Group total revenue. The Group's newly acquired business unit, Ambulance BU contributed S\$3.9 million to 6M2025 revenue
- Medicare centres and nursing home business in Singapore continued with high occupancy and contributed to an increase of S\$4.0 million in revenue through fee revision and fully ramped up operations of the ECON Care Residences (Henderson).

- Malaysia contributed to increase of S\$0.3 million to the Group's revenue, with its overall occupancy rate increase from 84.9% to 92.0%. Our newest Malaysia nursing home, ECON Medicare Centre and Nursing Home – Puchong, with bed capacity of 138 beds, commenced business in December 2022, is fully occupied now. The renovation works of the extension to increase its bed capacity within the same location has been completed and is in the midst of license application. The Malaysia management team is actively looking into extension/ new location for expansion.
- Discontinued operations and disposal group held for sale refer to the Group's committed plan to dispose off its interest in its China subsidiaries, Chongqing Yikang Bailingbang Eldercare Co., Ltd. and Chongqing Changshou Yikang Bailingbangyanjia Eldercare Co., Ltd, and full interest in its associate, Sichuan Guangda Bailingbang Yikang Eldercare Co., Ltd. This is a strategic decision the Group embark on to spread its investments to more China projects on Joint Venture manner. Accordingly, the financials are re-presented based on continuing operations and discontinued operations, as the group ceased control on the subsidiaries. The disposal had been completed on 27 June 2024.

6M2025 Financial Highlights

FINANCIAL PERFORMANCE – VARIANCE ANALYSIS

S\$ '000	6M2025	6M2024^	Y-o-Y % Δ	Y-o-Y S\$ Δ	6M2023^
Other Income [#]	2,704	2,344	15.4%	360	3,221
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Normalised Profit before tax from continuing operation	11.7%	7.8%	49.4%	3.9%	10.5%
PATMI from continuing operations	3,665	1,867	96.3%	1,798	1,857
PATMI from continuing operations margin	11.2%	7.6%	46.9%	3.6%	8.8%

- Other income increased by S\$0.4 million mainly attributed to higher government grants of S\$0.2 million from progressive wage scheme and senior employment credit and increase in community care salary enhancements of S\$0.3 million.
- These increases were offset by decrease in pre-operating funding of S\$0.2 million for the purpose of facilitating the ramping up of operations for ECON Care Residences (Henderson).
- EBITDA including leases would be S\$5.7 million for 6M2025, or 17%.
- Profit After Tax and Minority Interest (“PATMI”) from continuing operations has increased to S\$3.7 million, from S\$1.9 million in 6M2024. The Group is proposing interim dividends of 0.48 Singapore cent per share for 6M2025.

6M2025 Financial Highlights

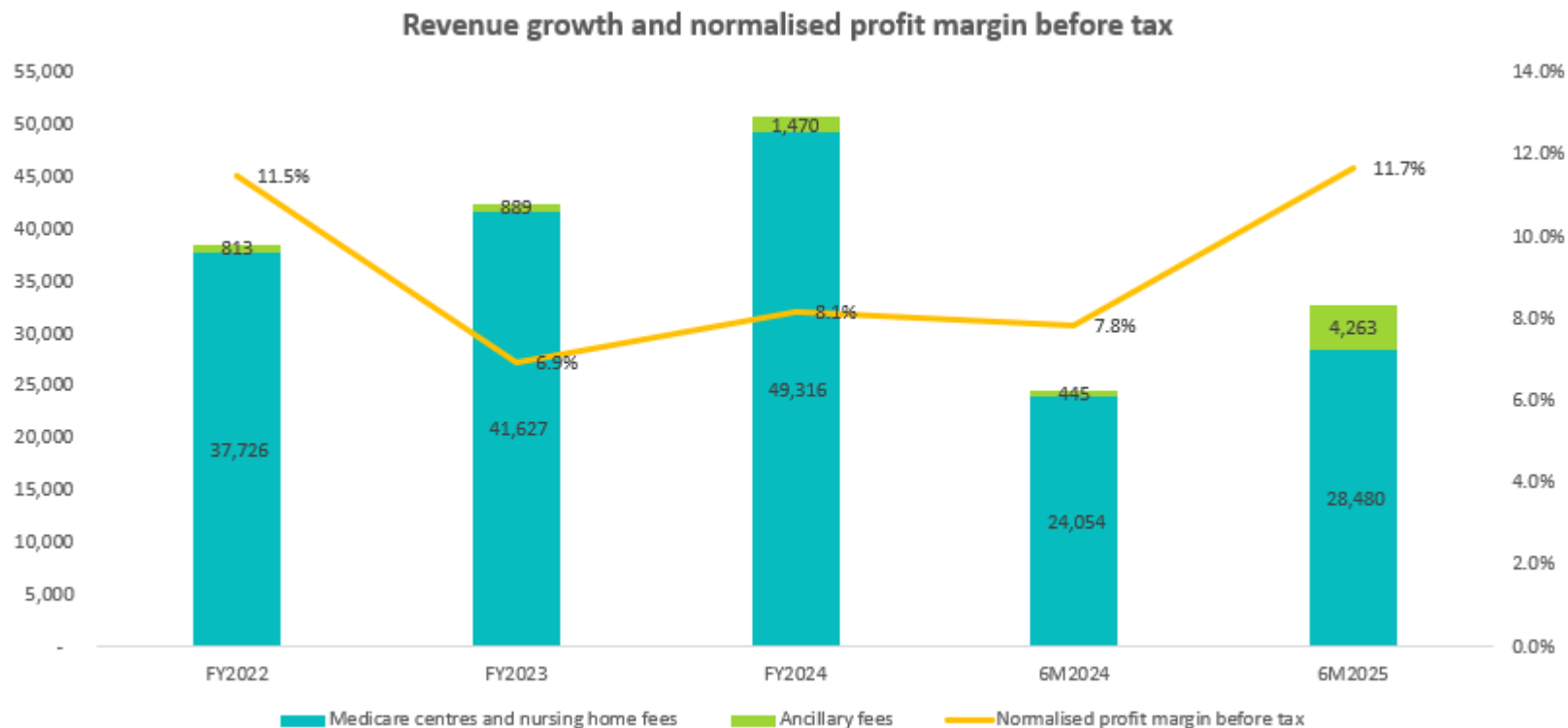
FINANCIAL PERFORMANCE – OTHER INCOME BREAKDOWN

S\$ '000	6M2025	6M2024	Y-o-Y S\$ Δ
Grants on senior employment credit, enabling employment credit, CPF transition offset and wages credit scheme	243	18	225
Eldercare centre baseline service transition grant	-	60	(60)
Active Ageing Centre fundings	345	167	178
Grants on salary enhancements	337	67	270
Dividends income from quoted investments	21	49	(28)
Rental income	140	133	7
Amortisation of deferred capital grants	191	141	50
Rental subvention grants	1,297	1,297	-
Pre-operating funding	-	199	(199)
Others	130	213	(83)
	2,704	2,344	360
Exceptional Grants*	337	266	71
Exceptional gain/expense			
Gain on disposal of subsidiaries and associate	810	-	810
Impairment losses in investment in associates	(479)	-	(479)
B. Exceptional gain/expense	331	-	331
Exceptional items, net (A+B)	668	266	402

* Exceptional grants include grants on salary enhancements and pre-operating funding.

6M2025 Financial Highlights

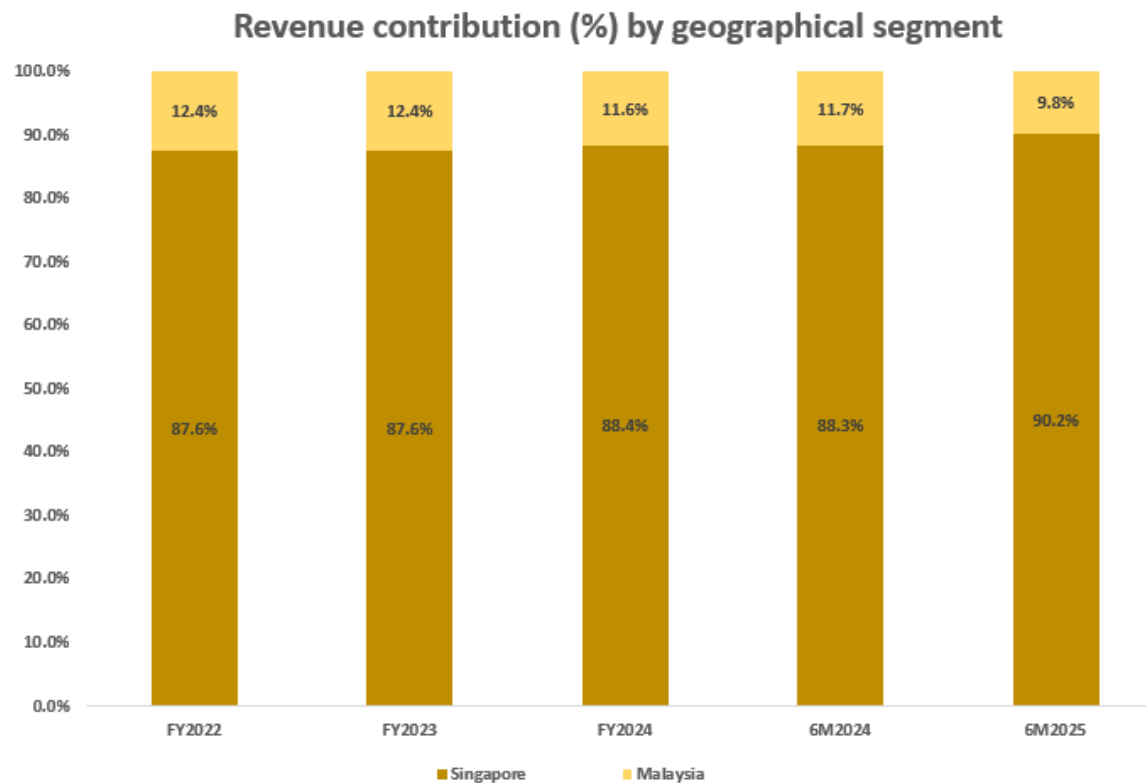
FINANCIAL PERFORMANCE – REVENUE GROWTH AND NORMALISED PROFIT BEFORE TAX



- Revenue for 6M2025 had increased by 33.7%, or S\$8.2 million compared to 6M2024, mainly due to increase in medicare centres and nursing home fees from fees revision and fully ramped up occupancy of ECON Care Residences (Henderson). In addition, the newly acquired business unit, Ambulance BU also contributed S\$3.9 million of ambulance fees.
- Normalised profit before tax margin is 11.7% in 6M2025, compared to 7.8% in 6M2024.

6M2025 Financial Highlights

FINANCIAL PERFORMANCE – GEOGRAPHICAL SEGMENTS

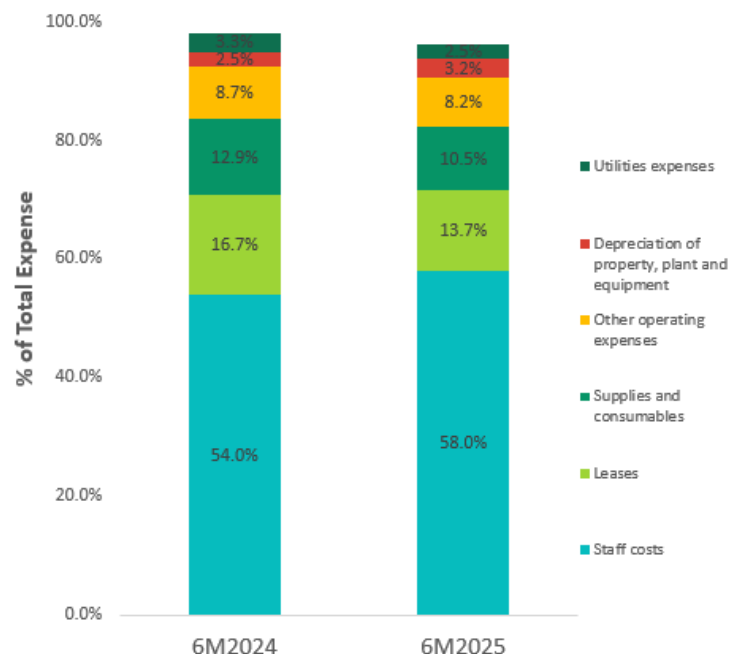


- Singapore is the main contributor to the Group's revenue, contributing to 90.2% of total Group revenue in 6M2025.
- Malaysia contributed to 9.8% of the total Group revenue in 6M2025.

6M2025 Financial Highlights

FINANCIAL PERFORMANCE - EXPENSES

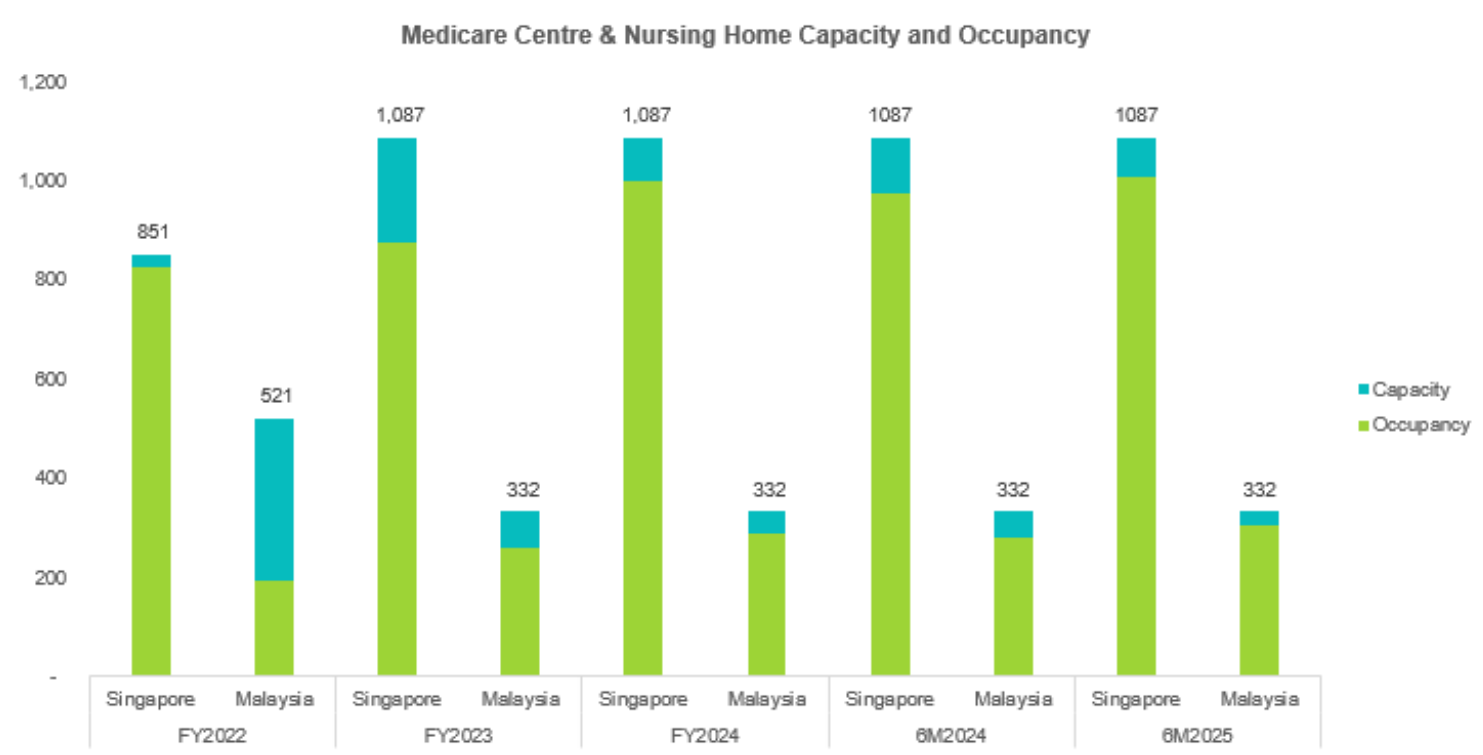
S\$ '000	6M2025	6M2024^	Y-o-Y % Δ	Y-o-Y S\$ Δ	6M2023^	As % of Revenue		
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Supplies and consumables	3,352	3,260	2.8%	92	2,933	10%	13%	14%
Staff costs	18,435	13,602	35.5%	4,833	11,201	56%	56%	53%
Leases*	4,364	4,216	3.5%	148	4,178	13%	17%	20%
Other operating expenses	2,622	2,200	19.2%	422	2,266	8%	9%	11%



- Supplies and consumables increased 2.8% mainly due to purchases incurred by the new Ambulance unit. In general, the Group has constantly practice wastage reducing.
- Staff costs increased by S\$4.8 million from S\$13.6 million in 6M2024 to S\$18.4 million in 6M2025, increase due mainly to S\$2.8 million of staff costs incurred for the consolidation of Ambulance unit and S\$2.0 million of staff costs incurred for increase in headcount and salary increments and bonuses in the remaining nursing homes and support function.
- Leases comprise of depreciation of right-of-use assets and interest expense from lease liabilities. The cash payment for operating leases is S\$4.5 million.
- Other operating expenses increased by S\$0.4 million from S\$2.2 million in 6M2024 to S\$2.6 million in 6M2025, mainly due the consolidation of the new Ambulance unit's other operating expenses.

6M2025 Financial Highlights

OPERATIONAL PERFORMANCE – NURSING HOME CAPACITY & OCCUPANCY



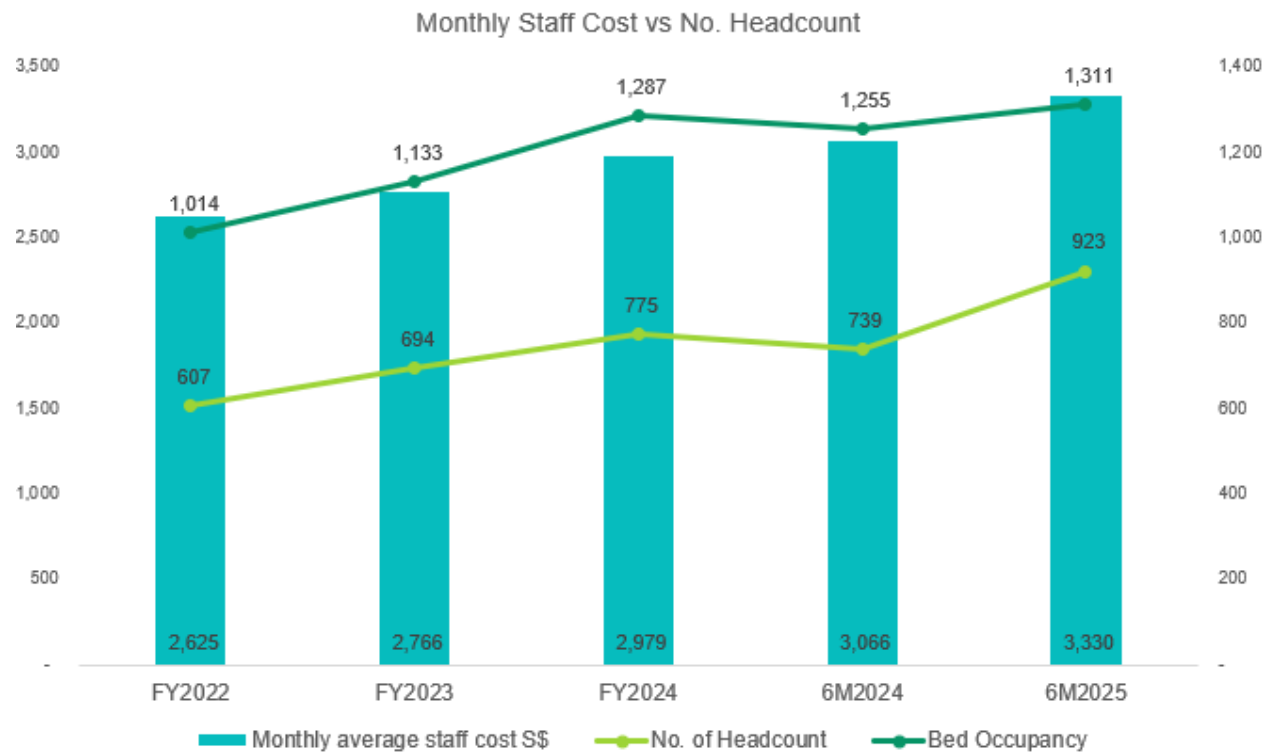
* Launch of operation of ECON Care Residences (Henderson) contributed to bed capacity of 236 in FY2023

* Decrease in bed capacity from 521 in FY2022 to 322 in FY2023 was due to closure of ECON Medicare Centre and Nursing Home – Pudu with bed capacity of 189

Note: China bed capacity and occupancy are excluded as they are classified as "Discontinued operations".

6M2025 Financial Highlights

MANPOWER STATISTIC

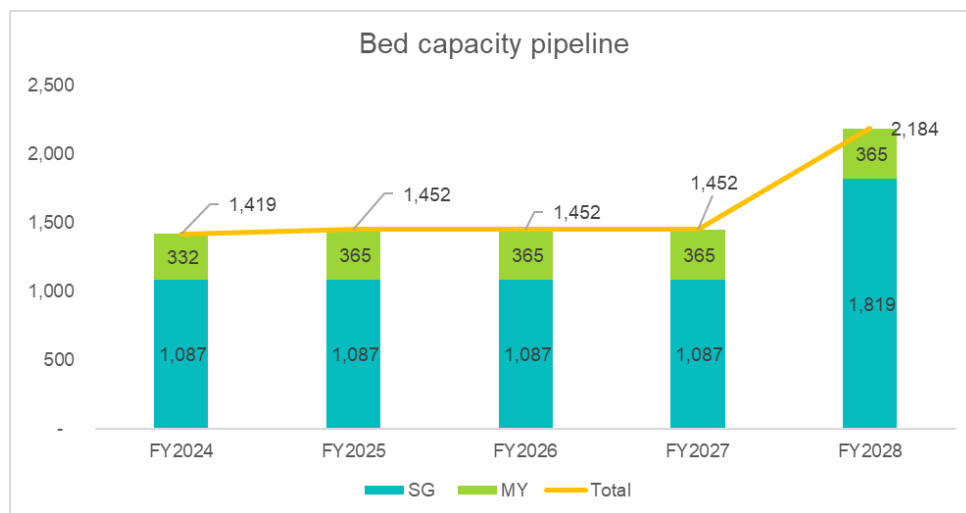


- Staff headcount increased by 183 from 739 to 923, mainly due to staffing for the Ambulance unit, and SG Nursing Homes.
- Staff costs per head had increased from S\$3,066 per head in 6M2024 to S\$3,330 (9%) per head in 6M2025, mainly due to salary increments for staffs to offer competitive compensation to help retain talents and manage attrition rates.

6M2025 Financial Highlights

BUSINESS PIPELINE

1. Bed capacity pipeline – From 1,419 bed capacity in FY2024 to 2,184 bed capacity in FY2028
 - FY2025 – Puchong Lot 4 extension of 33 beds, target to commence business in 2nd half year of FY2025.
 - FY2028 – TOP of Jurong East Nursing Home, 732 bed capacity



2. Malaysia continue to source for new site for expansion
3. Keep open minded on potential M&A project. Acquisition of Ambulance Business Unit – Completed on 5 March 2024

6M2025 Financial Highlights

FINANCIAL PERFORMANCE – BALANCE SHEET AND CASH FLOWS

BALANCE SHEET HIGHLIGHTS

S\$ '000	30-Sep-24	31-Mar-24
Total assets	96,690	105,374
Cash and cash equivalents	17,831	16,181
Trade and other receivables	12,431	10,358
Other assets	687	12,234
Assets of disposal group classified as held for sale	-	11,100
Current assets	30,949	38,773
Property, plant and equipments	17,462	16,578
Right-of-use assets	31,273	35,051
Investment property	7,818	7,177
Intangible asset	5,129	5,129
Non-current assets	65,741	66,601
Total Liabilities	48,999	60,885
Trade and other payables	9,167	7,154
Lease Liabilities	26,036	29,652
Current liabilities	18,759	26,635
Non-current liabilities	30,240	34,250
Net Asset	48,199	44,401
Net Tangible Asset	43,070	39,272
Loans and borrowings	2,421	3,624
Short term	1,408	2,382
Long term	1,013	1,242
Net cash/ (debt)	15,410	12,557

- Increase in trade and other receivables mainly due to increase in operating subvention grants of S\$4.3 million, medifund reimbursement of S\$0.8 million, offset with decrease in third parties trade receivables of S\$0.4 million, other government grant receivables of S\$2.1 million. Operating subvention grants and medifund reimbursement is once a quarter.
- Increase in cash and bank balances mainly due increase in cash generated from operating activities.
- Increase in trade and other payables mainly due to increase in accrued operating expenses.

Notes:

(1) Trade receivable turnover days = (trade receivables and government grant receivables for subvention / revenue) * 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)

CASH FLOWS HIGHLIGHTS

S\$ '000	6M2025	6M2024
Operating cash flow before working capital change	9,491	6,963
Net cash flow from operating activities	9,198	6,195
Capital expenditure	(1,025)	(983)
Net cash flow from/(used in) investing activities	189	(567)
Free cash flow	8,173	5,212
Net decrease in loans and borrowings	(1,430)	(817)
Net cash flow used in financing activities	(7,599)	(6,243)
Net increase/(decrease) in cash flow	1,788	(615)

FINANCIAL INDICATORS

RATIO	6M2025	FY2024
Profitability (continuing operations)		
EBITDA margin (%)	30.7%	32.3%
PATMI margin (%)	11.2%	12.4%
Return on equity* (%)	7.6%	14.2%
Dividend payout ratio [#] (%)	35.7%	35.3%
Turnover days		
Trade receivables turnover days ⁽¹⁾	56.5	38.9
Trade payables turnover days ⁽²⁾	59.7	68.6
Liquidity ratios		
Current ratio	1.6	1.5
Debt ratios		
Net Cash or (Debt) / shareholders equity	0.3	0.3
Gearing [^]	0.1	0.1
EBITDA/ interest expense	40.7	74.2
Per share info (S\$'cents)		
Earning per share	1.38	2.44
Net Asset per share	18.13	16.70
Dividend per share	0.48	0.86

*Return on equity is defined as PATMI divided by shareholder equity for the year

[#] Dividend payout ratio is defined as dividend declared divided by PATMI

[^] Gearing is defined as total loan and borrowings divided by net asset

6M2025 Financial Highlights

DIVIDENDS DECLARED

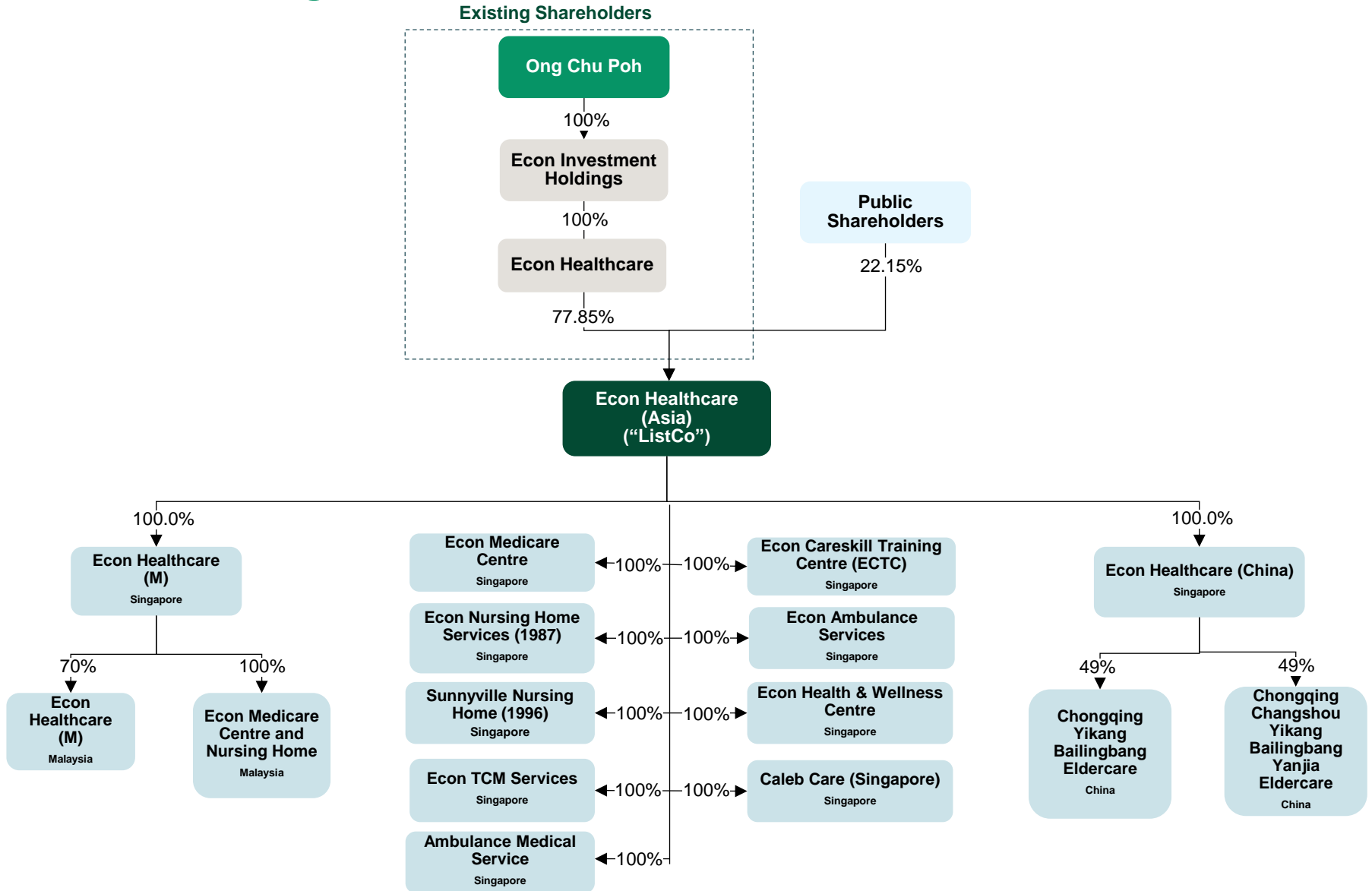
	Description	Announced Date	Ex Date	Payment Date	Dividend per share (Singapore cent)	Total Dividend Paid (S\$'000)	Share price*
FY2021	Final	27-May-21	22-Aug-21	3-Sep-21	0.78	2,005	0.29
FY2022	Interim	9-Nov-21	28-Nov-21	10-Dec-21	0.22	565	0.30
FY2023	Interim	9-Nov-22	29-Nov-22	13-Dec-22	0.23	591	0.21
	Final	26-May-23	22-Aug-23	6-Sep-23	0.44	1,131	0.19
					0.67	1,722	
FY2024	Interim	9-Nov-23	29-Nov-23	14-Dec-23	0.23	591	0.20
	Final	28-May-24	18-Aug-24	2-Sep-24	0.63	1,675	0.19
					0.86	2,266	
FY2025	Interim	12-Nov-24	2-Dec-24	17-Dec-24	0.48	1,276	0.20

* Closing price at the end of financial period/year



Supplemental Information

Econ Healthcare (Asia) Limited Shareholding Structure



Our Overseas Centres

Taman Perling, Johor Bahru, Malaysia



Chongqing, China*



*Investment via the Group's 49% non-controlling interest in Chongqing Yikang Bailingbang Eldercare Co., Ltd.



Thank You

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