



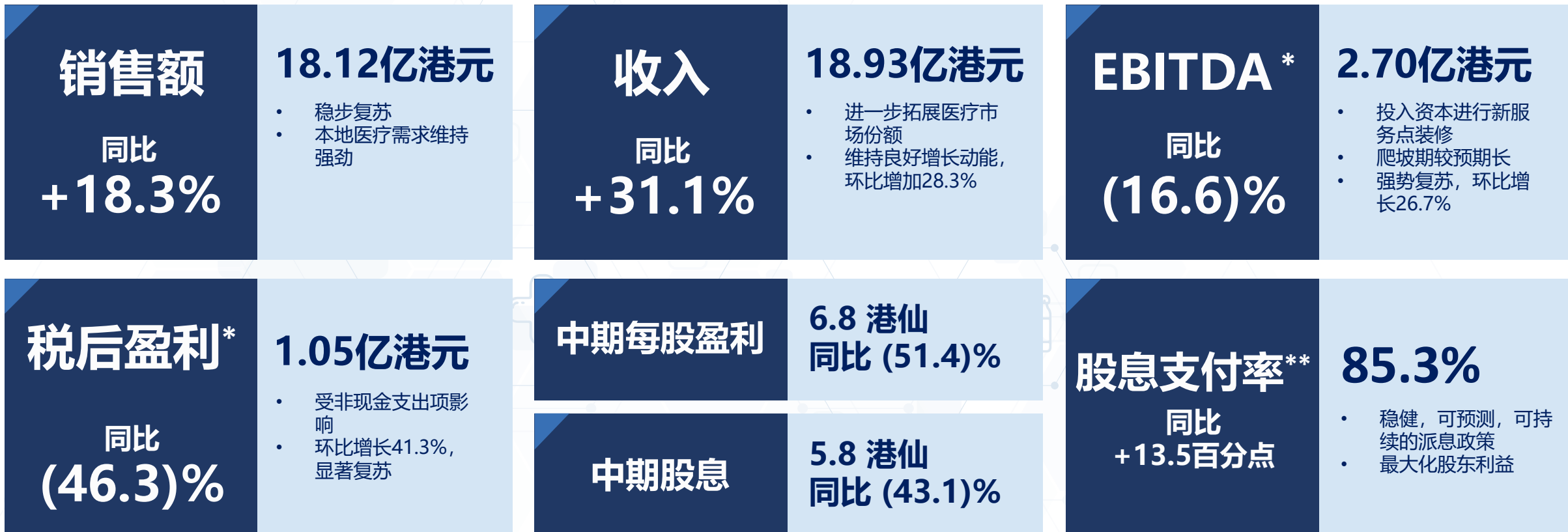
Incorporated in the Cayman Islands with limited liability
於開曼群島註冊成立之有限公司
(Stock Code 股份代號: 2138)

2022/23 财年 中期业绩发布投资者演示

To bring health, beauty and happiness to everyone
让世界变得健康、美丽、快乐

财务摘要

财务亮点



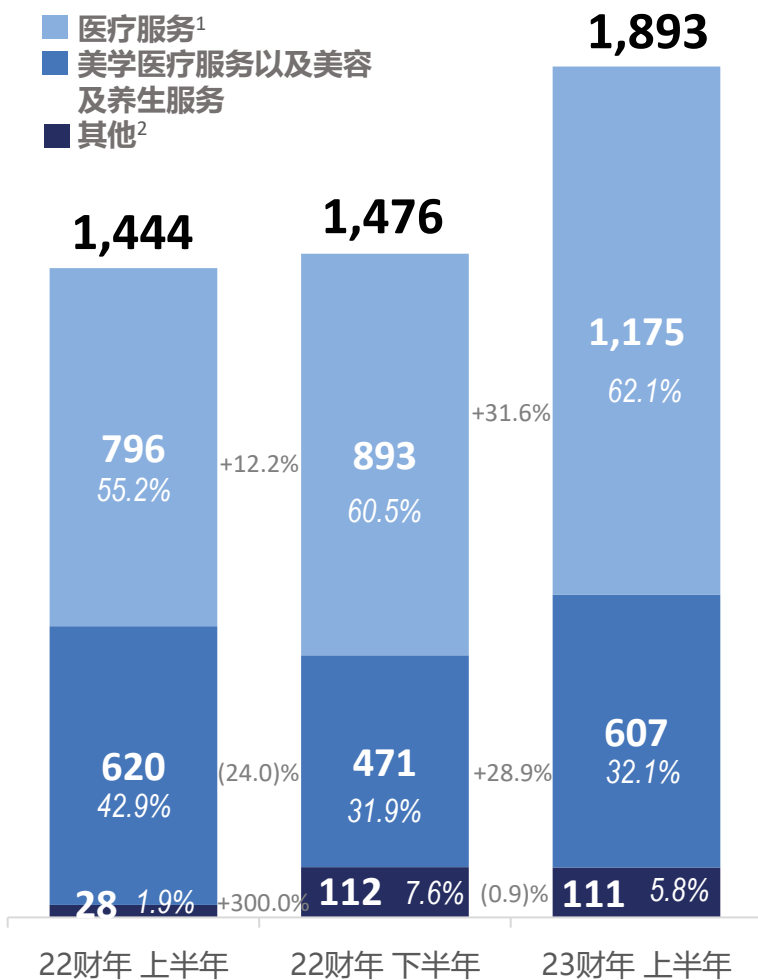
经调整净利润1.28亿港元 (同比下跌35.4%), 经调整EBITDA 2.93亿港元 (同比下跌10.2%) 不包括认股权证费用

**每股股息除基本每股盈利

收入分部

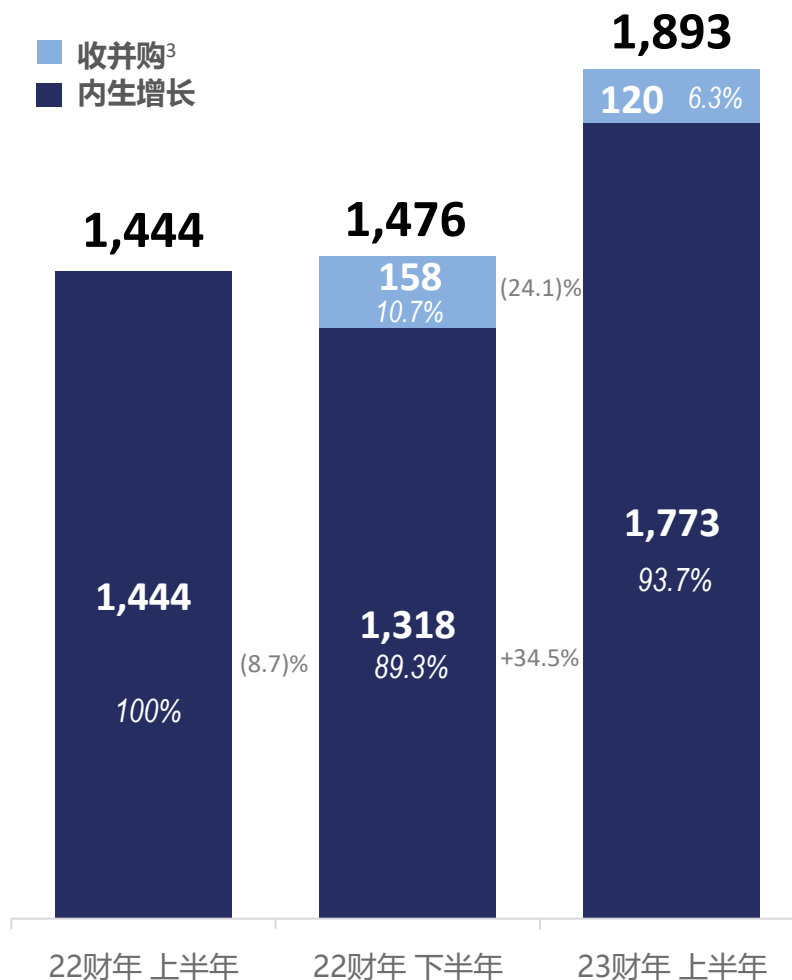
港元 百万

- 医疗服务¹
- 美学医疗服务以及美容及养生服务
- 其他²



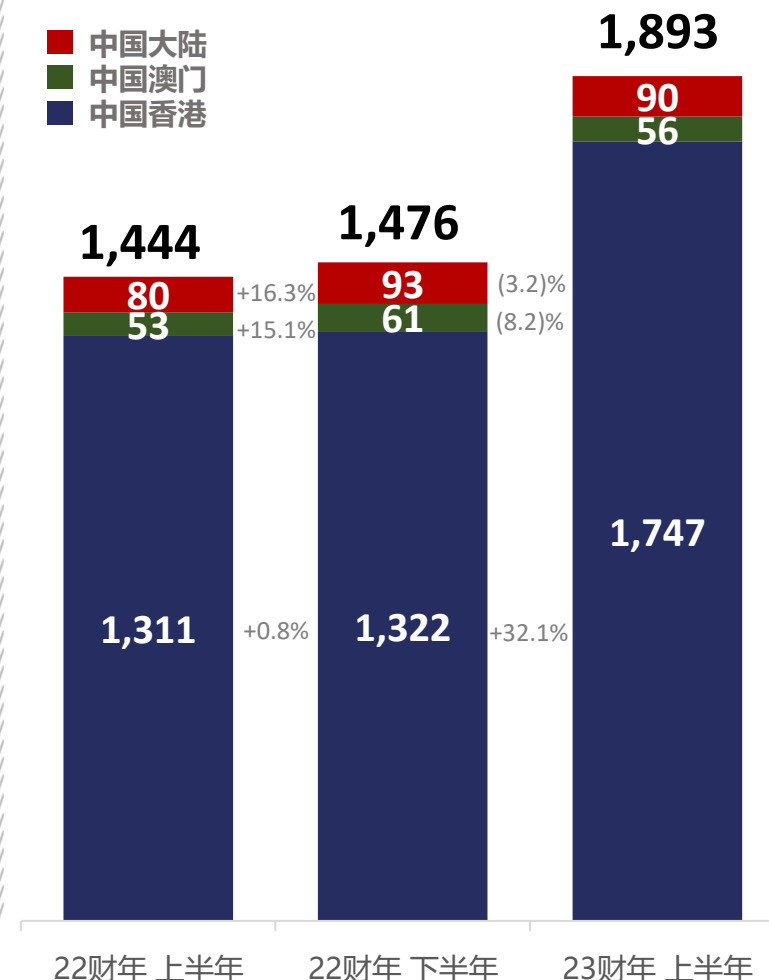
港元 百万

- 收并购³
- 内生增长



港元 百万

- 中国大陆
- 中国澳门
- 中国香港



1. 包含牙科服务
2. 包含多渠道联动营销及相关服务, 兽医服务

3. 于对应期内会计入账之新收购资产

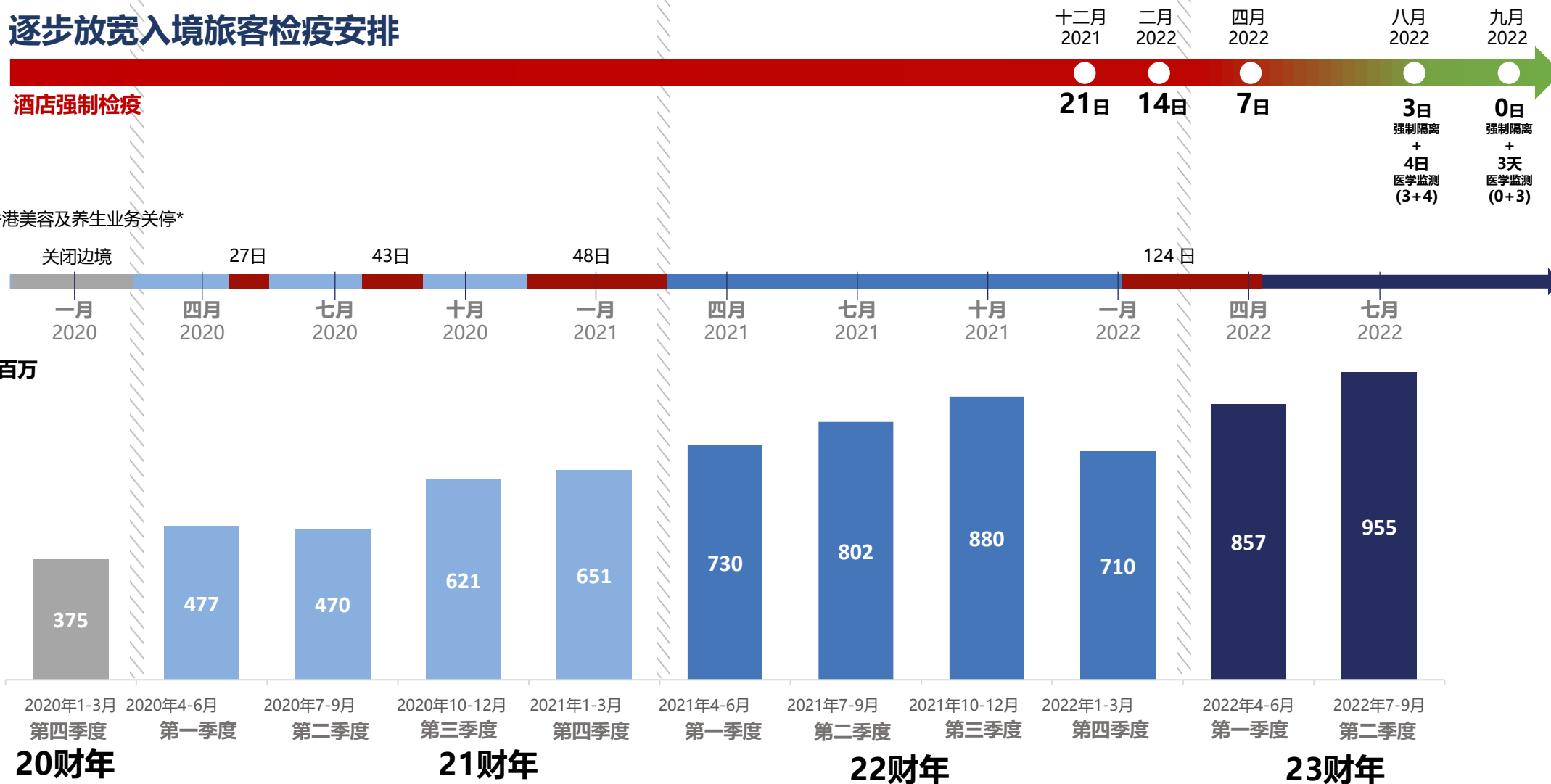
销售额

逐步放宽入境旅客检疫安排

酒店强制检疫

■ 香港美容及养生业务关停*

港元 百万



* 因应香港《预防及控制疾病(规定及指示)(业务及处所)规例》(第599F章)强制停业; 澳门及中国大陆亦不时受疫情影响而暂停营业

持续投资以整合市场

服务点数量

同比升 69.2%

154

总楼面面积

同比升 24.1%

557,000 平方英尺

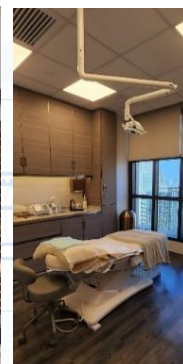


已执行收并购 2.19 亿港元*



内生增长资本支出 1.5 亿港元

品牌	业务	收购股权
 信康醫健網絡 SureCare Medical and Health Network	多专科	60%**
 Mobile Medical	体检	75%
 PAT CARES	兽医	75%
 珍禽异兽	兽医	51%



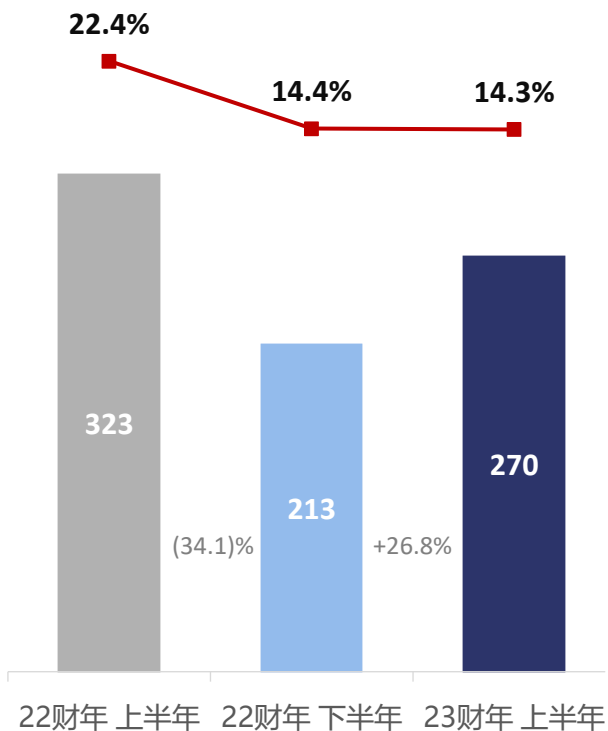
* 以估值计

** 集团收购 Pioneer Evolution Limited 60% 股份, 即持有 Surecare Cayman 30% 股份

成本和利润率分析

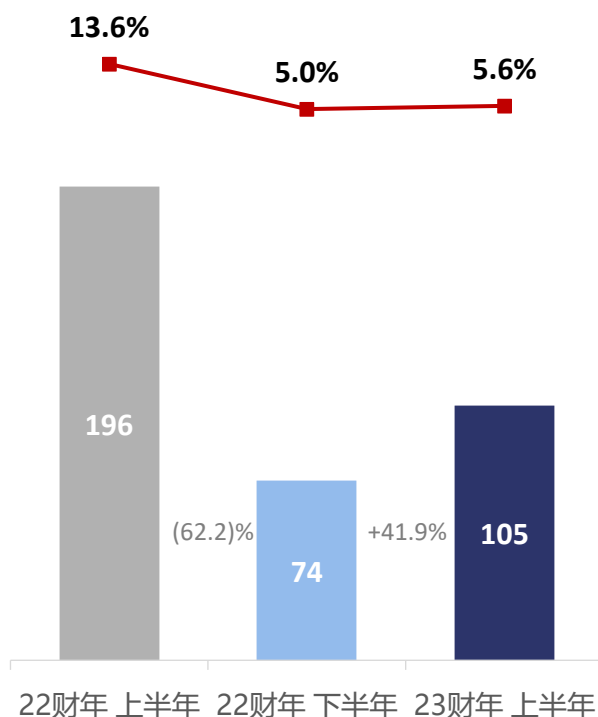
EBITDA 及 EBITDA利润率

港元 百万

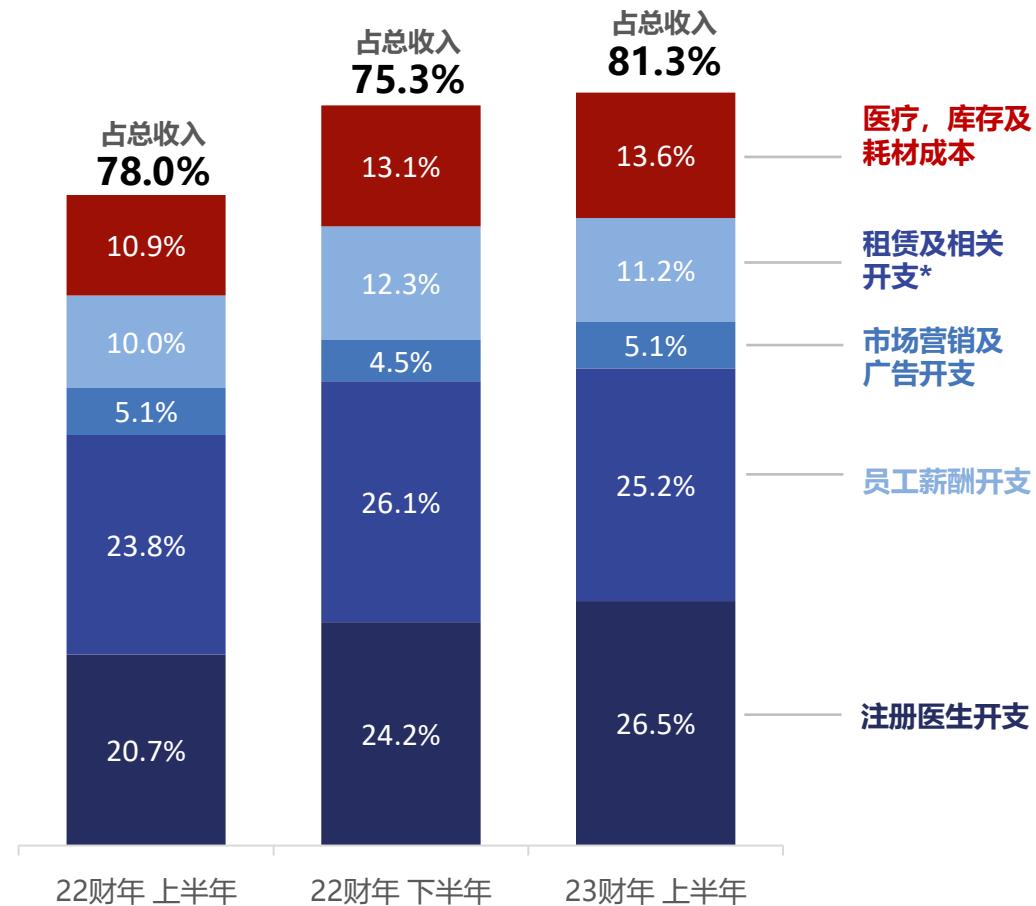


净利润及净利率

港元 百万



成本构成



* 包括使用权资产折旧

运营亮点



运营亮点



专科数目
35
同比+52.2%



联网医生
2,800+



期内服务个人客户数^{1,6}
122,883
同比 +20.0%

累计服务客次^{7,8}
1,180万




全职注册医生
293
同比+66.5%



全职专业医护人员
及医疗后勤人员
931
同比+43.9%

客户复购率^{2,6}
93.7%



老客户
收入占比^{3,6}
71.6%

客户满意度⁴
99.98%

跨品牌消费
客户数占比^{5,7}
28.1%



1. 以期内收入计
2. 年化期内老客户贡献之收入，除22财年总收入
3. 老客户于期内收入贡献除以期内总收入
4. 100%减重大负面回馈占本集团期内总收入比例

5. 期内消费多于一个品牌服务客户数除以期内总客户数
6. 基于集团内部运营系统数据，覆盖39个品牌
7. 基于集团内部运营系统数据，覆盖31个品牌
8. 自2013年1月至2023财年上半年累计数据

收并购后整合



数字化转型 深化协同 提升规模效益



战略发展

资本管理亮点

总负债

6.33 亿港元

资产负债率¹

26.3%

+16.2 百分点

未提取银行贷款

3.00 亿港元

现金

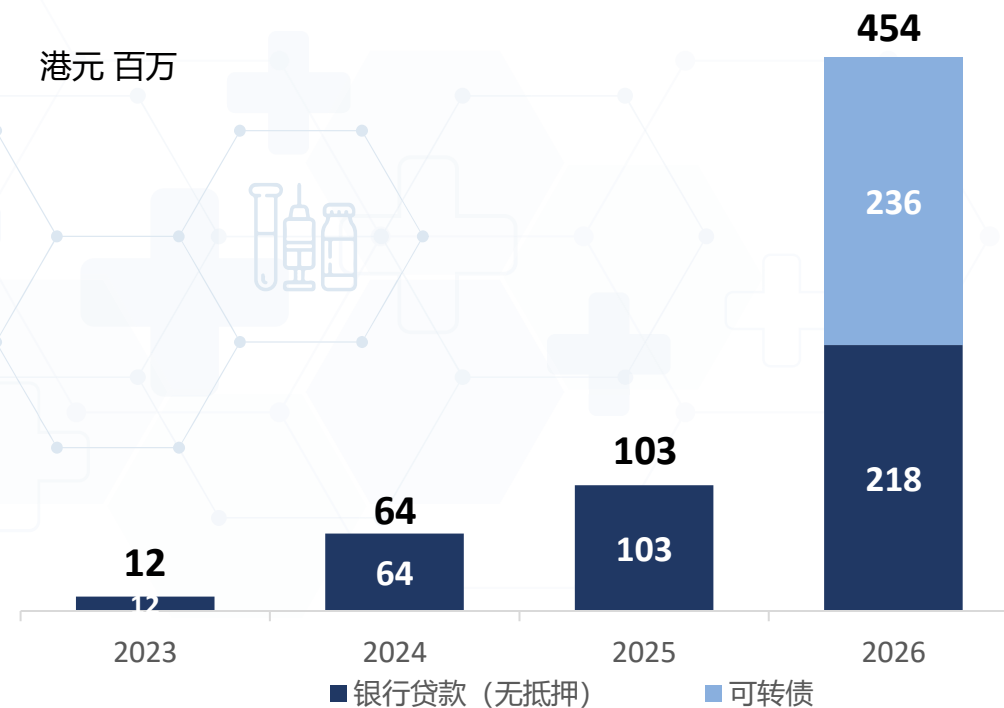
7.10 亿港元²

债务平均到期日 **3.6 年**

债务到期日概览

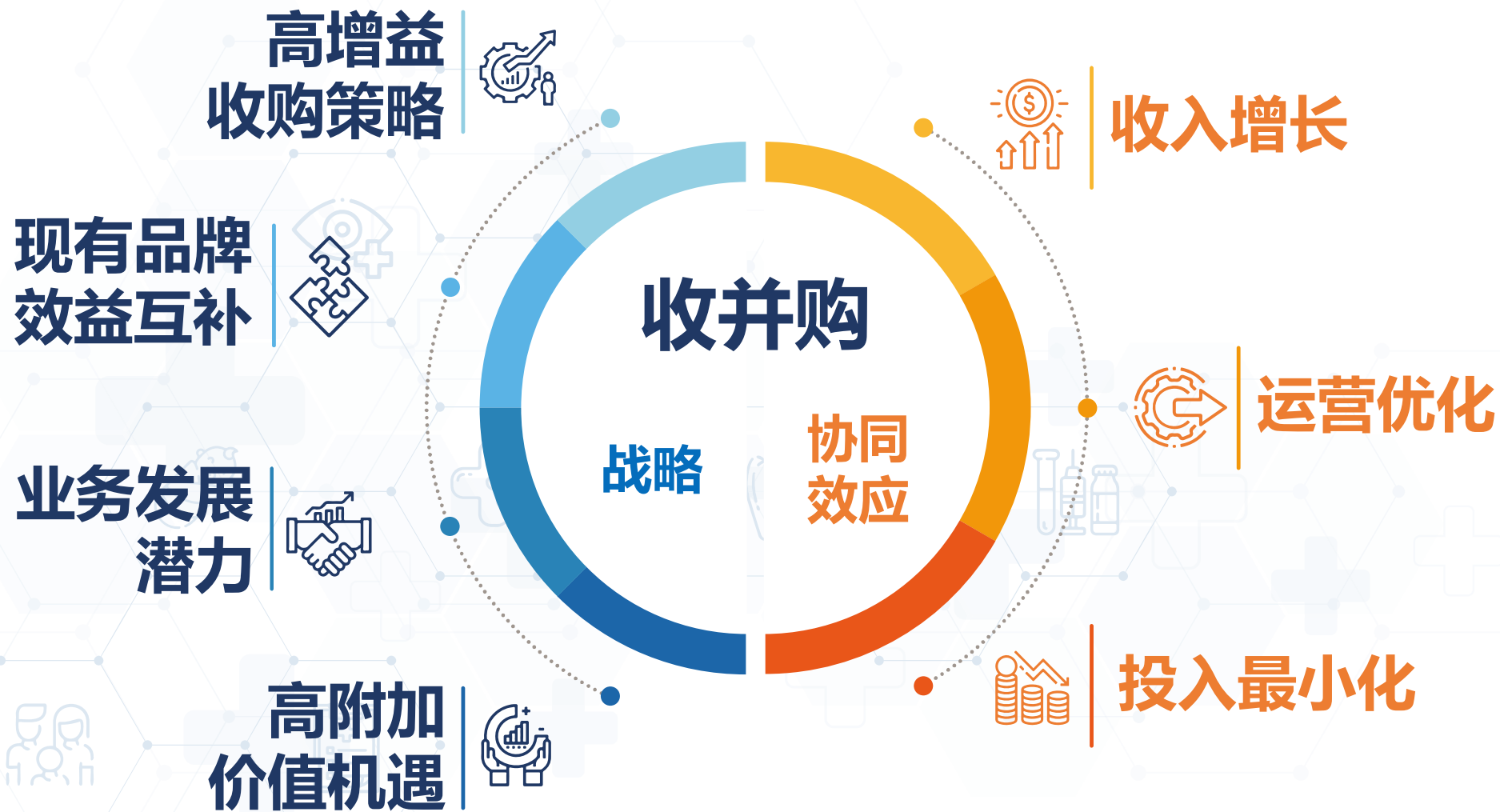
截至2022年9月30日

港元 百万



1. 总债务除与自用租赁物业相关的租赁负债外

2. 现金及现金等价物



与保险合作伙伴建立战略合作伙伴关系



AXA 安盛医疗中心



与房地产、电讯和科技合作伙伴建立战略合作伙伴关系



部署物联网解决方案 打造领先医疗级大楼



未来展望

未来展望



迈向“常态化” 推动内生增长

- 经营环境依然充满挑战
- 乐观审慎 预期稳健复苏
- 暂停内地扩张计划



战略合作建立医疗生态系统

- 持续拓展战略合作
- 为客户提供优质全面的健康管理服务



多元化收并购增长 实现协同效应

- 持续推进高增值多元化医疗及美容业务
- 着重高附加价值，有效互补集团业务的品牌
- 加强协同效应，扩大客户生命周期价值



通过数字化转型释放业务潜力

- 提高运营效率，发挥业务灵活性，释放客户价值
- 数码科技能力使集团持续领先行业

问答环节

附录

关键财务指标

	截至 9 月 30 日止六个月		
	1H 22财年	1H 23财年	变化
每股基本盈利 (港仙)	14.2	6.8	(52.1)%
EBITDA 利润率	22.4%	14.3%	(8.1) p.p.
净利润率	13.6%	5.6%	(8.0) p.p.
年度每股股息 (港仙)	10.2	5.8	(43.1)%
派息率	71.8%	85.3%	13.5 p.p.
股本回报率 ¹	15.7%	8.7%	(7.0) p.p.
平均总资产回报率 ²	9.4%	4.2%	(5.2) p.p.
财务状况	30 Mar 22	30 Sep 22	
流动比率	1.11x	1.15x	3.6%
资产负债率-债务 ³ 除以权益	10.1%	26.3%	16.2 p.p.
速动比率	1.04x	1.08x	3.8%
现金转换周期 (天)			
平均债权人周转天数	64	49	(23.4%)
平均债务人周转天数	21	18	(14.3%)
平均库存周转天数	73	65	(11.0%)

注:

1. 期内 (年内) 净利润除以财政年度的权益总额
2. 期内 (年内) 净利润除以财政年度的资产总值至年初及年末结余之算数平均数
3. 总债务除与自用租赁物业相关的租赁负债外

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