



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)

FY2022/23

Annual Results

Investor Presentation

To bring HEALTH, BEAUTY and HAPPINESS to everyone

Financial Performance



Key Financial Highlights

Sales
Volume

+24.6%

YoY

HK\$3,891M

Revenue

+32.7%

YoY

HK\$3,875M

EBITDA

-19.8%

YoY

HK\$430M

Net
Profit

-60.4%

YoY

HK\$107M

Final DPS

4.2

HK Cents

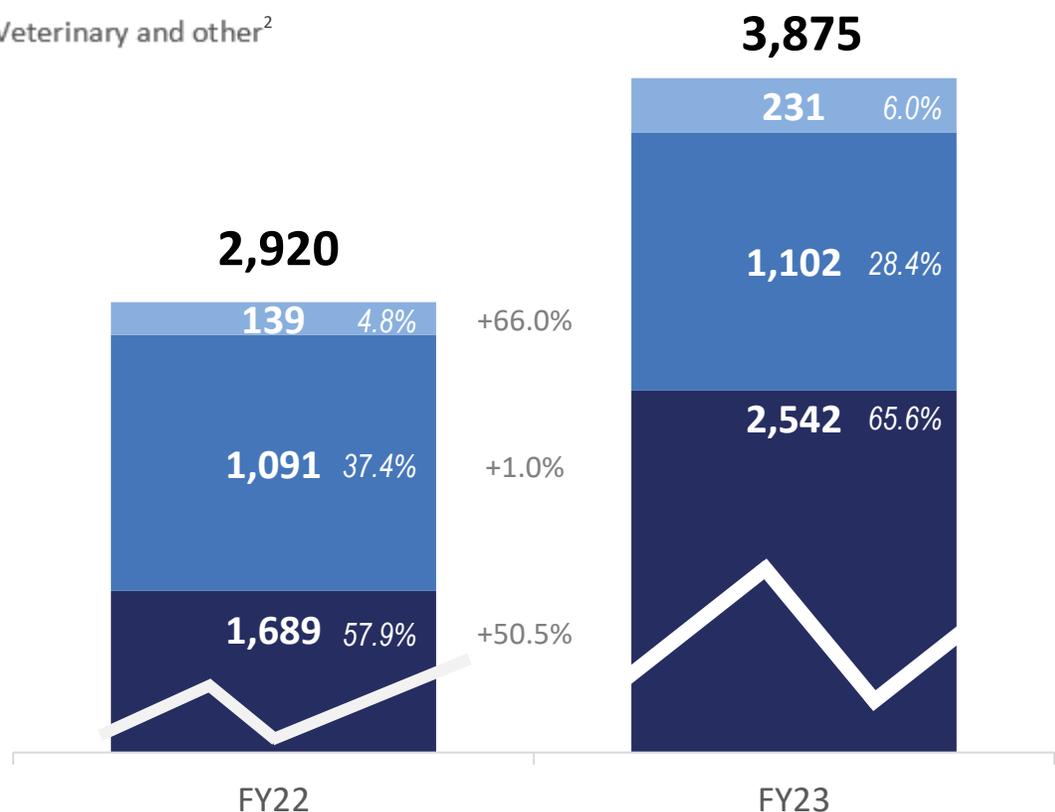
Same as last
year

Revenue Mix

By Business Segment

HK\$ M

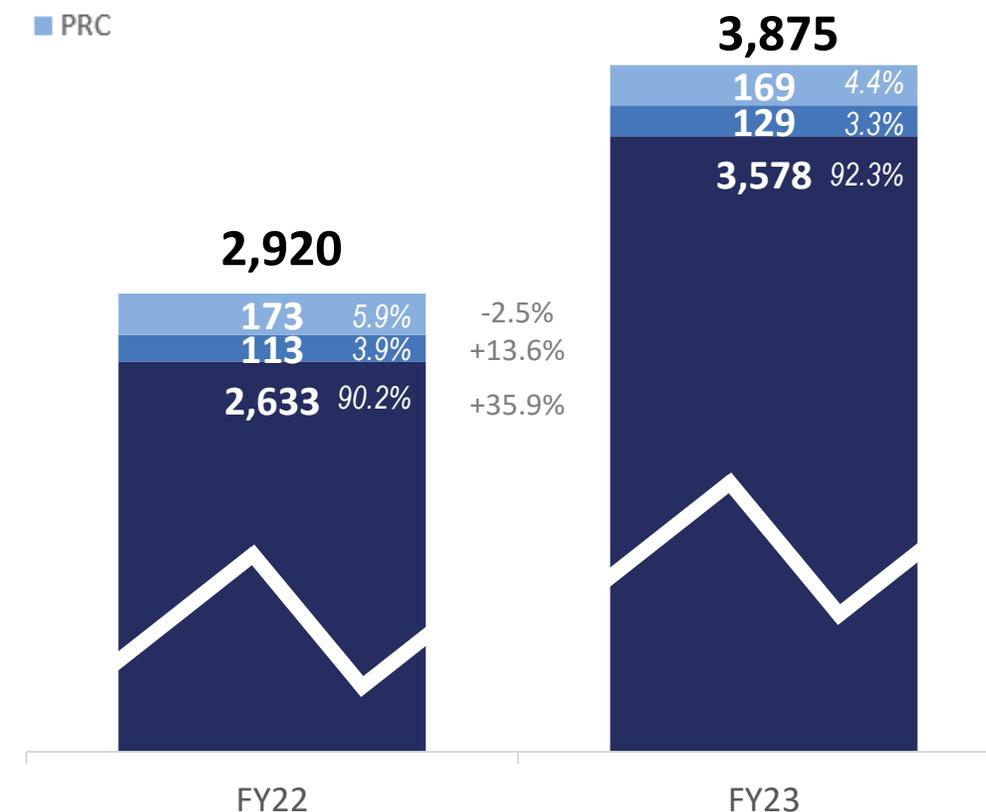
- Medical ¹
- Aesthetic medical and beauty and wellness
- Veterinary and other ²



By Geographical Locations

HK\$ M

- Hong Kong
- Macau
- PRC



1. Including dental services

2. Including multi-channel networking and related services and veterinary services

Sales Volume

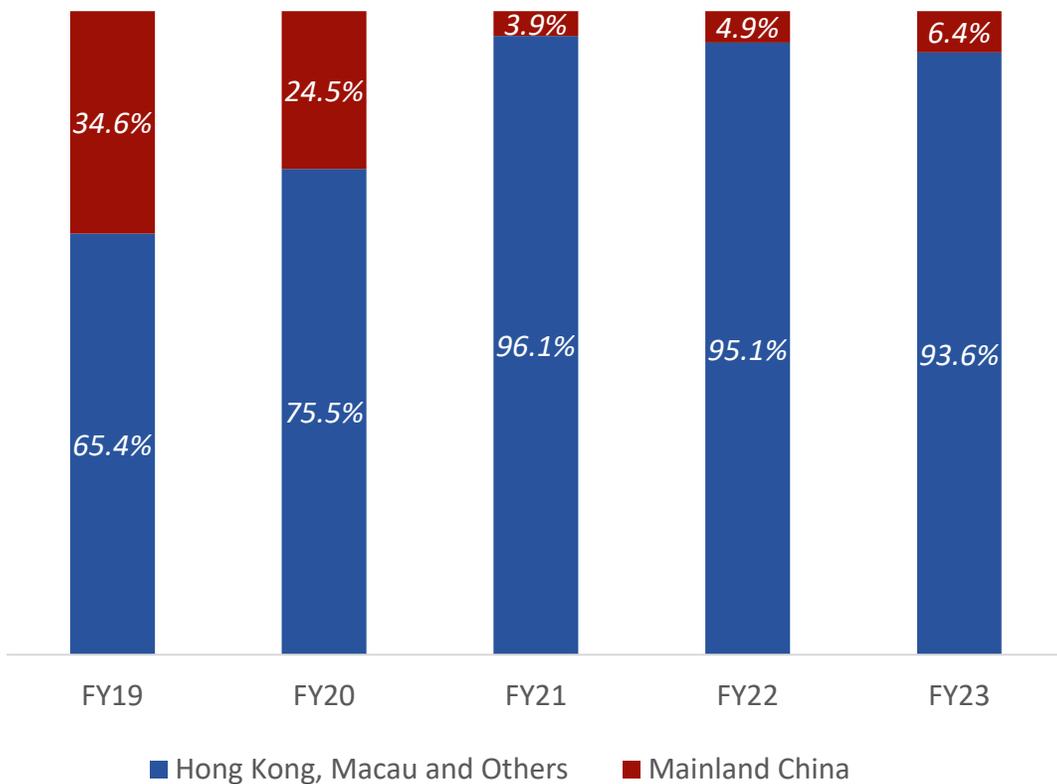


1. Under the Prevention and Control of Disease (Requirements and Directions) (Business and Premises) Regulation (Cap. 599F) in Hong Kong; compulsory closure also occurred in Macau and Mainland China during various periods
 2. Daily figure of passenger traffic sourced from data.gov.hk
 3. Visitor arrivals from Hong Kong Tourism Board

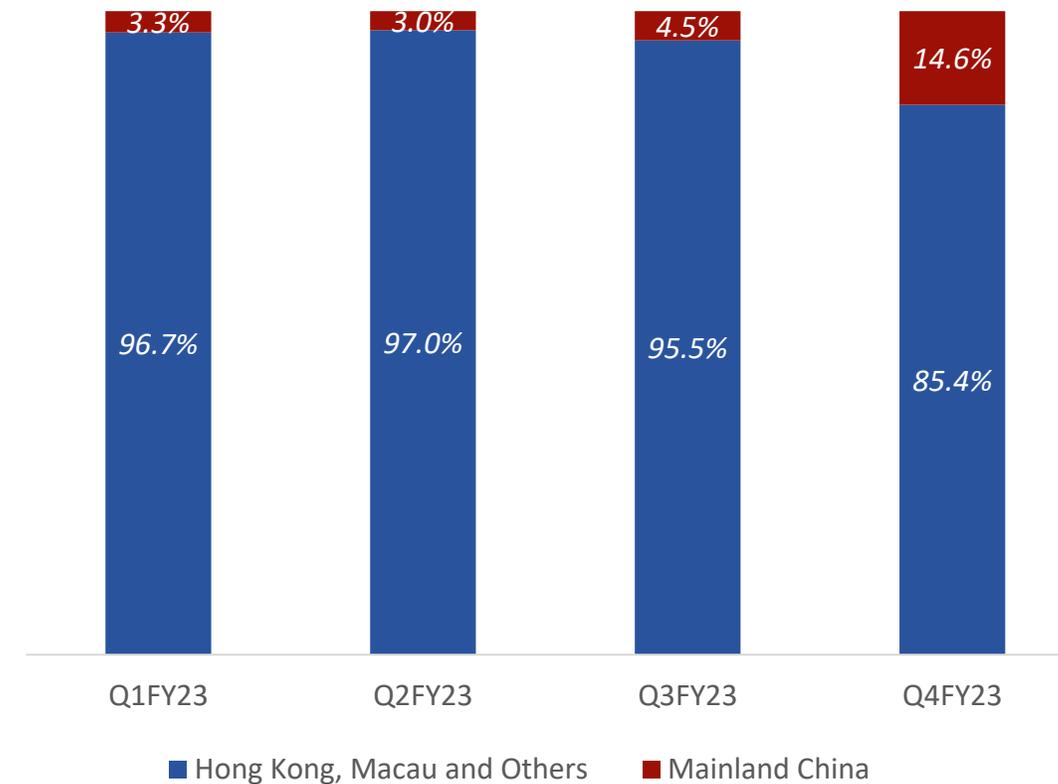
% Sales Generated by Customer Type



**% Sales in HK from Mainland Chinese customers
FY19 – FY23**



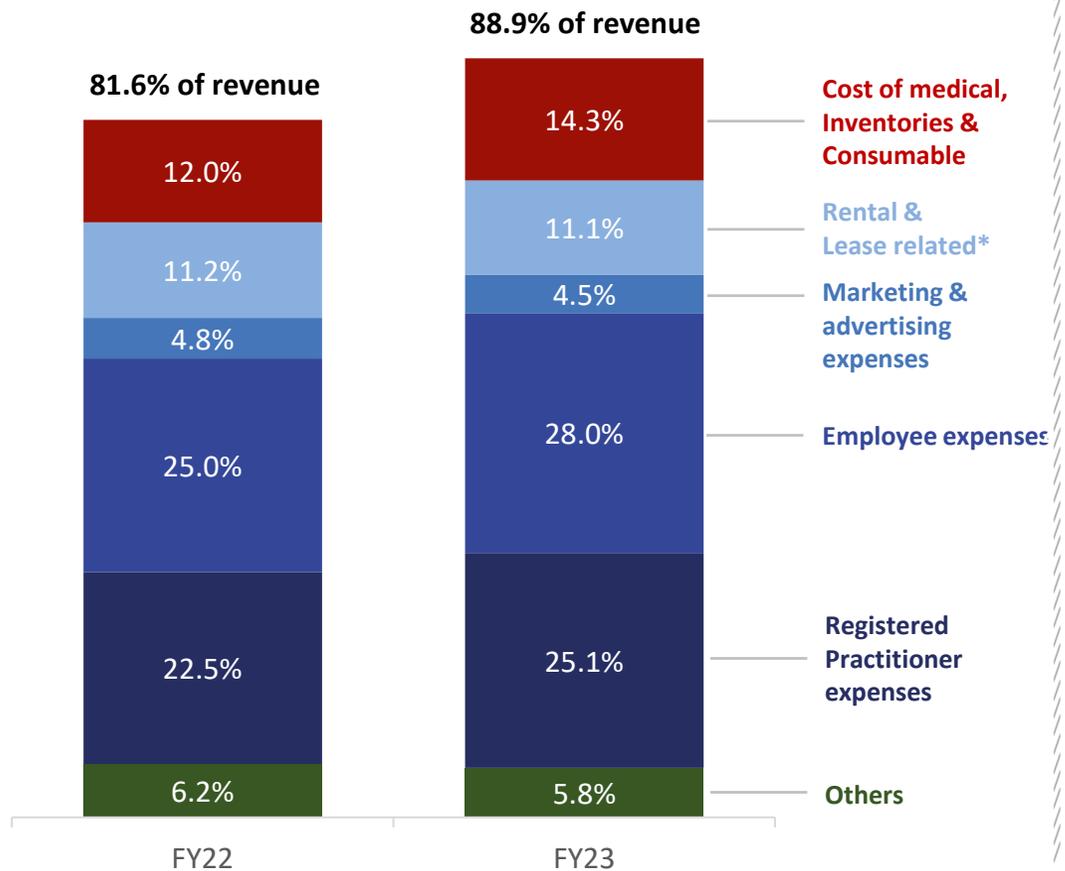
**% Sales in HK from Mainland Chinese customers
FY23 By Quarter**



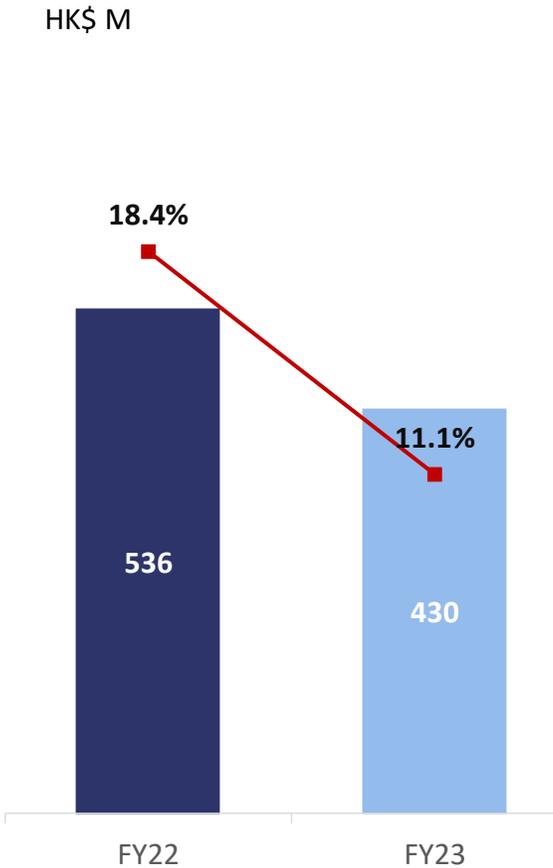
Note: Based on Hong Kong sales volume generated by 32 brands

Cost & Margin Analysis

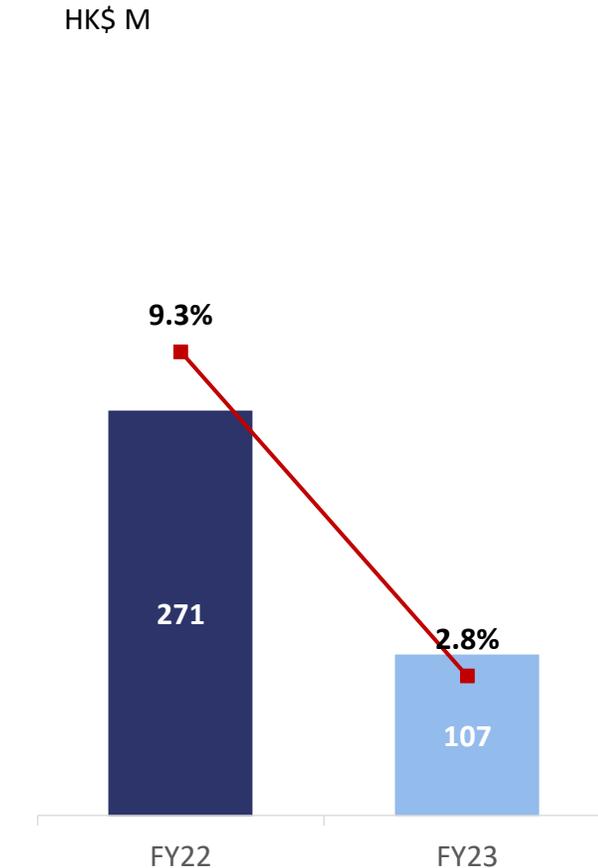
Cost Structure



EBITDA & EBITDA Margin



Net Profit & Net Profit Margin



*Including depreciation of right-of-use assets

*Including depreciation of right-of-use assets

Operation Highlights



Operation Highlights



No. of Specialties
35



Repurchase Rate²
82.7%



Total GFA
+ 32.2% YoY
706,000
sqft

No. of Service Points
168



Full Time Registered Doctors
313



Existing Customer Revenue Contribution³
66.5%



Organic CAPEX
HK\$415M



Customers' Satisfaction Rate⁴
99.99%



No. of unique Customer¹
208,391



Number of Cross Brand Customers⁵
26.4%

1. Based on revenue for the year
2. Customers of FY22 contribution in FY23 divided by the total revenue in FY22
3. Revenue contribution by existing customers to the total revenue for the year
4. 100% minus the percentage of material unfavourable feedback of total revenue for the year
5. Number of customers who purchased services from more than one brand for the year divided by total number of customers for the year

Organic Expansion: Solidifying our leadership

	Brand	Location	Area (sqft)	Grand Opening
I. Advanced Imaging Centre				
1	HKAI	Tai Koo Shing	3,351	Q1 FY23
2	HKAI	Causeway Bay	11,712	Q3 FY23
3	AmMed	Tsuen Wan	3,922	Q3 FY23
4	HKAI	Mong Kok	16,000	Q4 FY23
5	HKAI	Central	8,185	Q4 FY23
II. Endoscopy Day Procedure Centre				
6	HKMED	Central	6,055	Q4 FY23
7	HKMED	Causeway Bay	4,664	Q1 FY24
III. Ophthalmology Centre				
8	EC EYE	Mong Kok	10,400	Q4 FY23
9	EC EYE	Causeway Bay	4,665	Q1 FY24
VI. Aesthetic Beauty				
10	Dr Reborn	Central	6,055	Q2 FY23
11	Dr Reborn	Shenzhen	6,351	Q2 FY23
12	Dr Reborn	Shanghai	10,032	Q4 FY23
V. Vet Hospital				
13	AMAH	Tsim Sha Tsui	26,986	Q4 FY23
	Total		118,378 sqft	



Strategic Partnerships to Expedite Payback on Organic Expansion



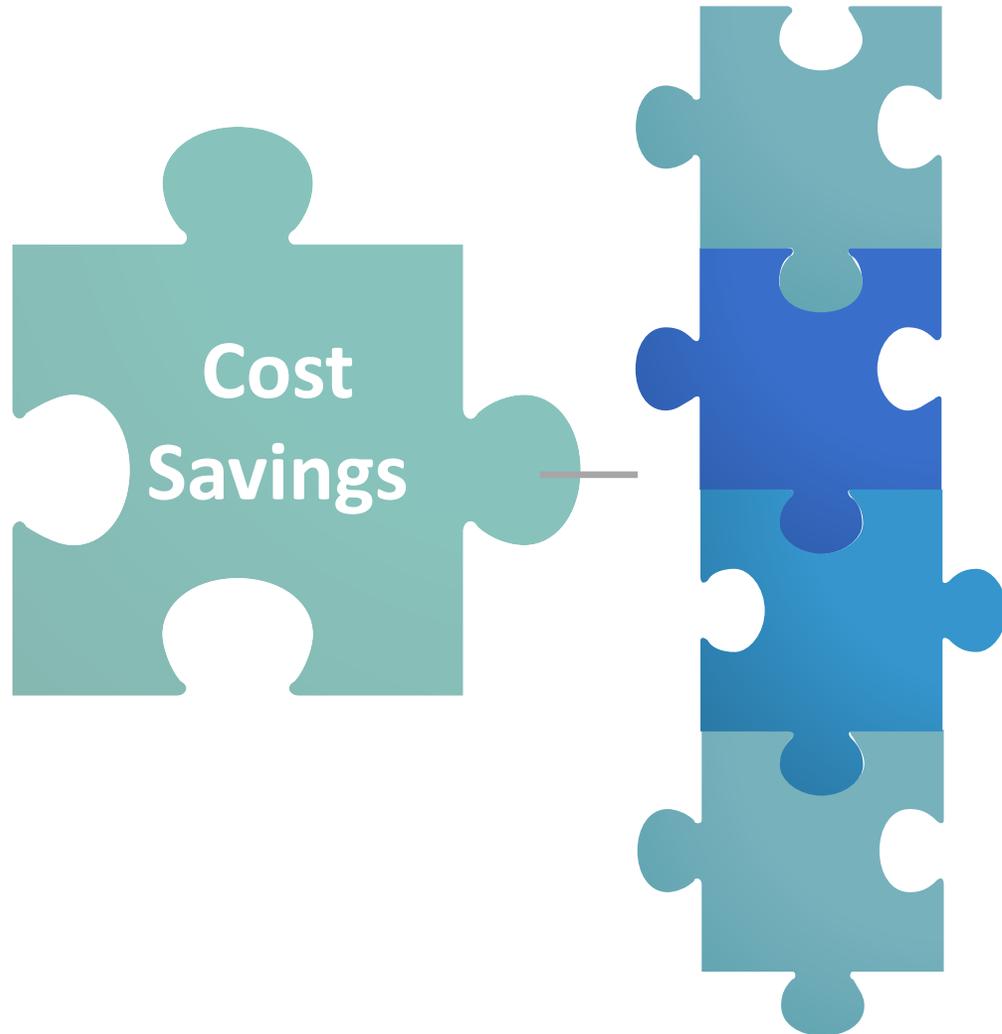
AXA co-brand health management center in Causeway Bay and endoscopy center in Central



Exclusive strategic partnership to empower the launching, distribution, and promotion of CerviClear, a home-use cancer screening product in Hong Kong.

Baseline Operation: Productivity Improvement & Cost Efficiency

Excluding new M&A & Organic Expansion



Workforce optimization

Rental reduction given the favorable rental market for tenants

COGS optimization through centralization and vertical integration

Reduction in G&A expenses by improving back office process efficiency



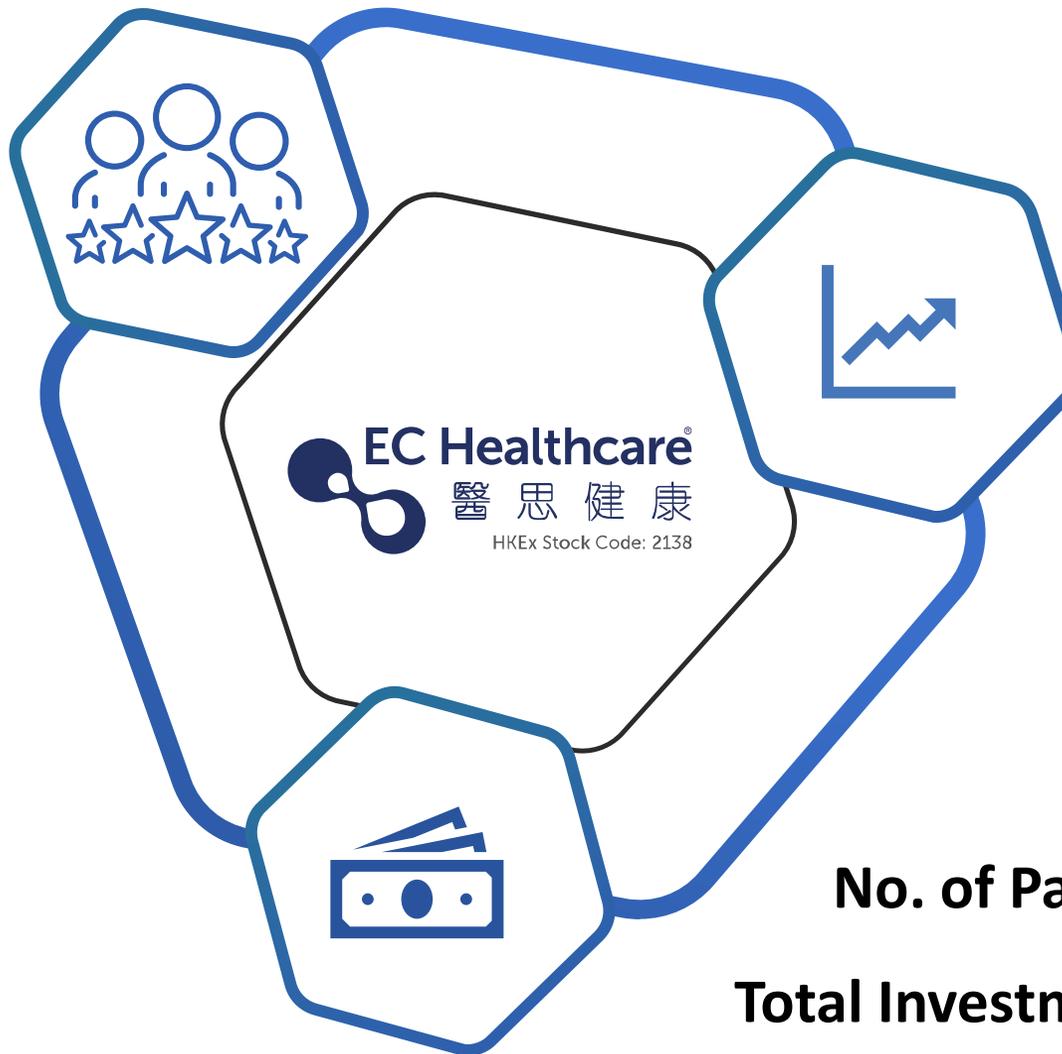
**FY24 Target
Cost Saving**

HK\$85M

Co-Ownership Scheme to Align Interests with key talents



Co-ownership
Scheme 2.0 for
FY24 – FY26



Target Group
Revenue in FY26:
>HK\$7.8B



No. of Participants: **72**
Total Investment: **HK\$70M**

Strategy & Outlook



M&A Strategy

UPSTREAM

Suppliers



Distribution



Customer

DOWNSTREAM



Performance of Historical M&A Transactions

Existing Business Sales¹

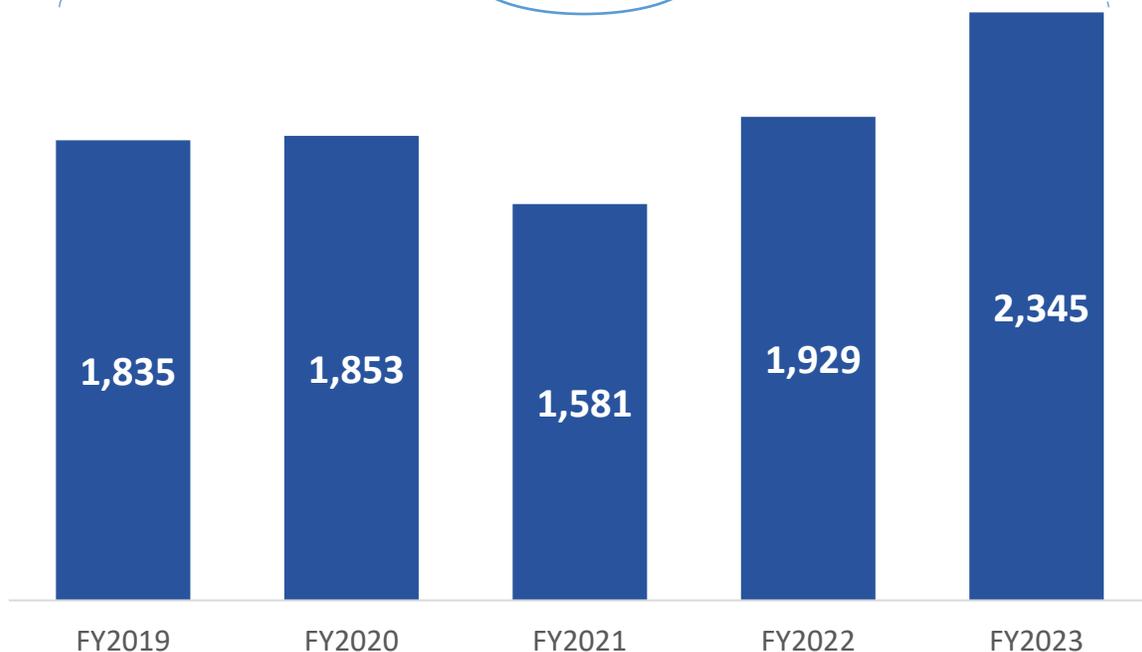
HK\$ M

FY21-FY23 CAGR

21.8%

FY19-FY23 CAGR

6.3%

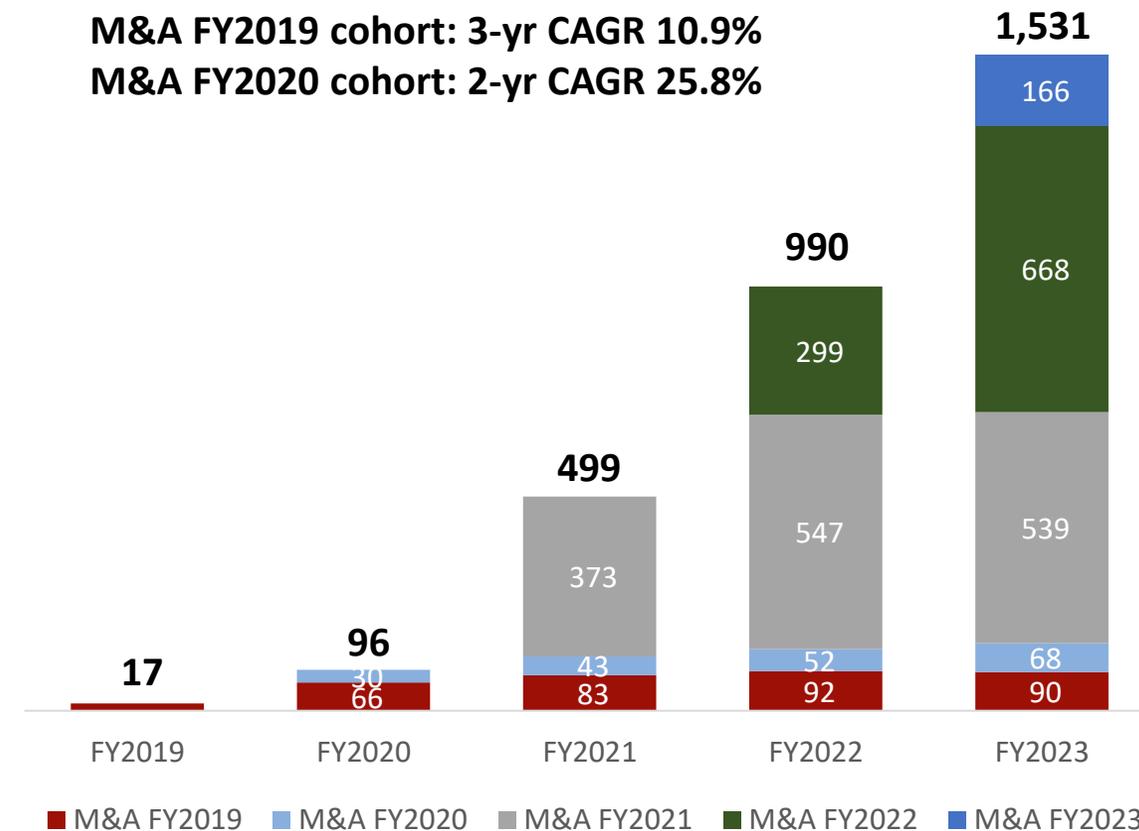


Historical Medical & Vet M&A Sales Growth²

HK\$ M

M&A FY2019 cohort: 3-yr CAGR 10.9%

M&A FY2020 cohort: 2-yr CAGR 25.8%

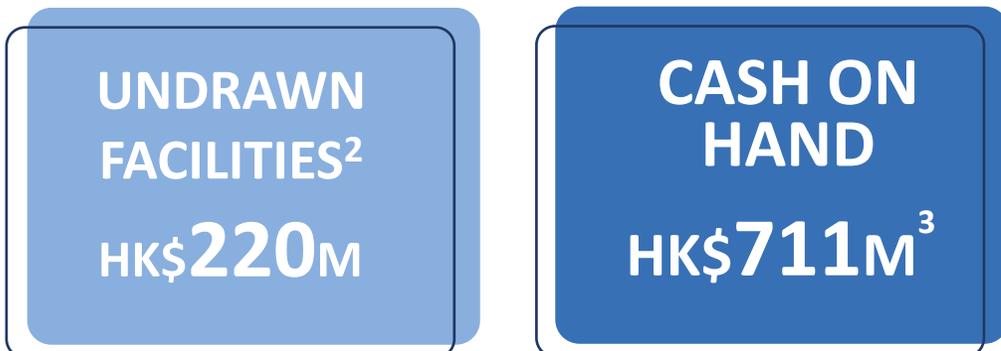
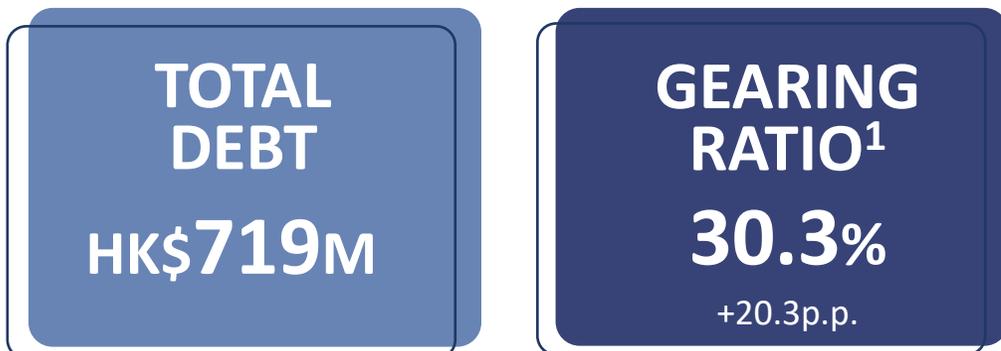


1. For illustrative purpose, Existing Business Sales from FY2019 onwards refers to total sales generated by the Group excluding M&A contribution

2. The analysis only includes medical and vet brands with annual sales of more than HK\$10M. the sales figures do not reflect the full year effect.

Capital Management

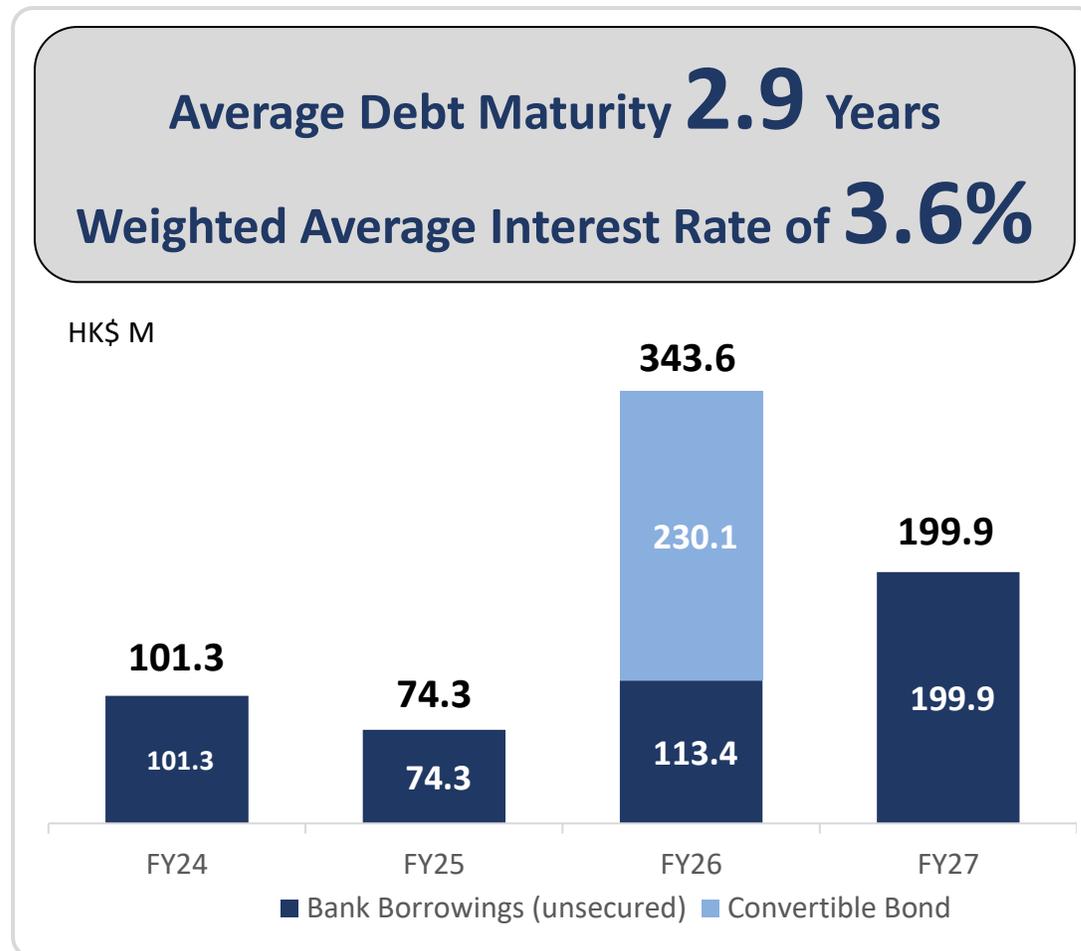
Capital Structure as at 31 Mar 2023



HK\$1.0 billion of Sustainability-Linked Loan was signed in May 2023

1. Total debt excluding lease liabilities relating to properties leased for own use divided by total equity
 2. Excluding the HK\$ 1,000M syndicated loan facility subsequently signed in May 2023
 3. Cash and equivalents

Debt Maturity Profile as at 31 Mar 2023



ESG Strategy

New HK\$ 1,000m Sustainability-Linked Facilities (May 2023)

- ✓ **FIRST** Sustainability-Linked Syndicated Facilities for a healthcare services provider in Hong Kong
- ✓ **Upsized** to HK\$ 1,000M
- ✓ **Alignment** of new KPIs with the latest Sustainability-Linked Loan Principles (SLLP 2023)

1 Reduction in Carbon Intensity

2 Health & Safety Education

Progress on ESG

Environmental

- 60+ service points have installed energy-efficient lighting and devices
- Launched a new paper recycling program

Social

- +130% in average total training hours for employees
- +26% in total volunteering hours

Governance

- Achieved **100%** sustainability targets
- Achieved the **ISO 9001:2015** certification* for its **Quality Management System**
- Adhered to the **ISO 31000 Risk Management Standards***
- Mr. Stephen Kai-Yi Wong, ex-Privacy Commissioner for Personal Data, Hong Kong appointed as **Chief Advisor, Data Protection**
- Dr Ko Wing Man, GBS, JP, appointed as **Chief Advisor** of the Group's **Medical Advisory Board**

* Obtained at the group level

Outlook



***Cautious optimism
amid post-COVID-
19 progression and
global uncertainty***



***Committed to
deliver bottom-line
growth***



***Strengthen TTIPP
partnerships &
robust financial
resources to
execute M&A
roadmap***



***Sustainable growth
strategy***

Q&A



Appendix



Key Financial Metrics

	For the year ended 31 March		
	FY22	FY23	Changes
Basic Earnings per share (HK cents)	17.1	5.9	(65.5%)
EBITDA margin	18.4%	11.1%	(7.3 p.pt)
Net profit margin	9.3%	2.8%	(6.5 p.pt)
Dividend per share for the year (HK cents)	14.4	10.0	(30.6%)
Return on equity ¹	11.5%	4.5%	(7.0 p.pt)
Return on average total assets ²	6.3%	2.1%	(4.2 p.pt)
Financial position	31 Mar 22	31 Mar 23	
Current ratio	1.11x	0.85x	(23.5%)
Gearing ratio (Debt ³ divided by equity)	10.1%	30.3%	+20.3 p.pt
Quick ratio	1.04x	0.80x	(23.0%)
Cash Conversion Cycle (days)			
Average creditors' turnover days	64	59	(7.8%)
Average debtors' turnover days	21	17	(19.0%)
Average inventory turnover days	73	62	(15.1%)

Notes:

1. Profit for the period(annualised) or year divided by total equity
2. Profit for the period (annualised) or year divided by average of total asset at the beginning of the financial year and end of the period
3. Total debt excluding lease liabilities relating to the properties leased for own use

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