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# Redefining Asia's Medical Insights and Personalised Patientcare

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Corporate Presentation

March 2018

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6. Summary

A female doctor with short brown hair and glasses, wearing a white lab coat over a light blue shirt, is smiling and writing on a green clipboard. She is sitting at a white desk with a patient. On the desk, there is a laptop, a white pill bottle, and a smaller white pill bottle. The background is a bright, out-of-focus office setting.

# About Our Business

# Patient care is our emphasis

## MISSION

To improve patient care by making precision medicine solutions readily available to clinicians and patients in Asia

## VISION

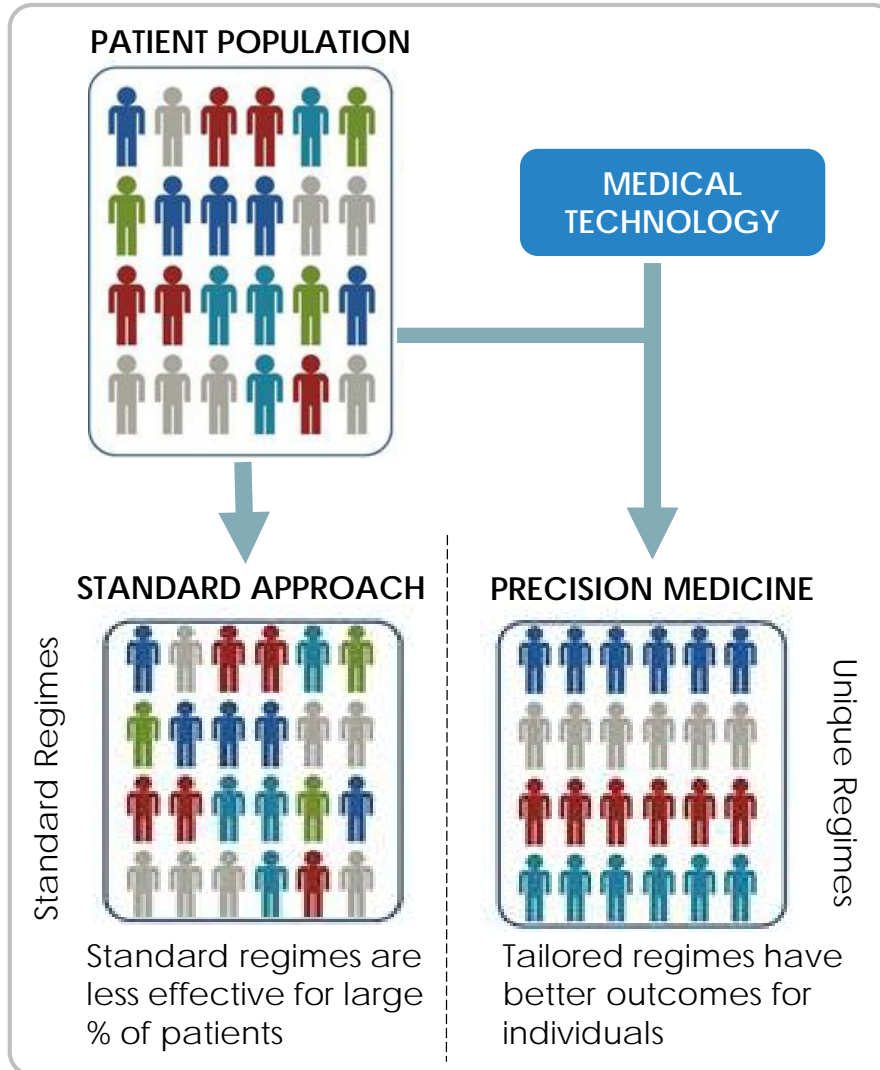
Empower clinicians and healthcare professionals to make more accurate and reliable diagnoses , provide insights to disease management and tailor personalised prevention and treatment programs for patients



# Precision medicine...

Tailors medical treatment and prevention regimes to the individual profile of patients

## Precision medicine vs standard therapy



### Precision medicine has proven positive clinical outcomes

- Increased survival for several diseases including blood cancers
- Increased survival for certain genetic diseases such as cystic fibrosis

### Precision medicine is powered by medical technology innovation

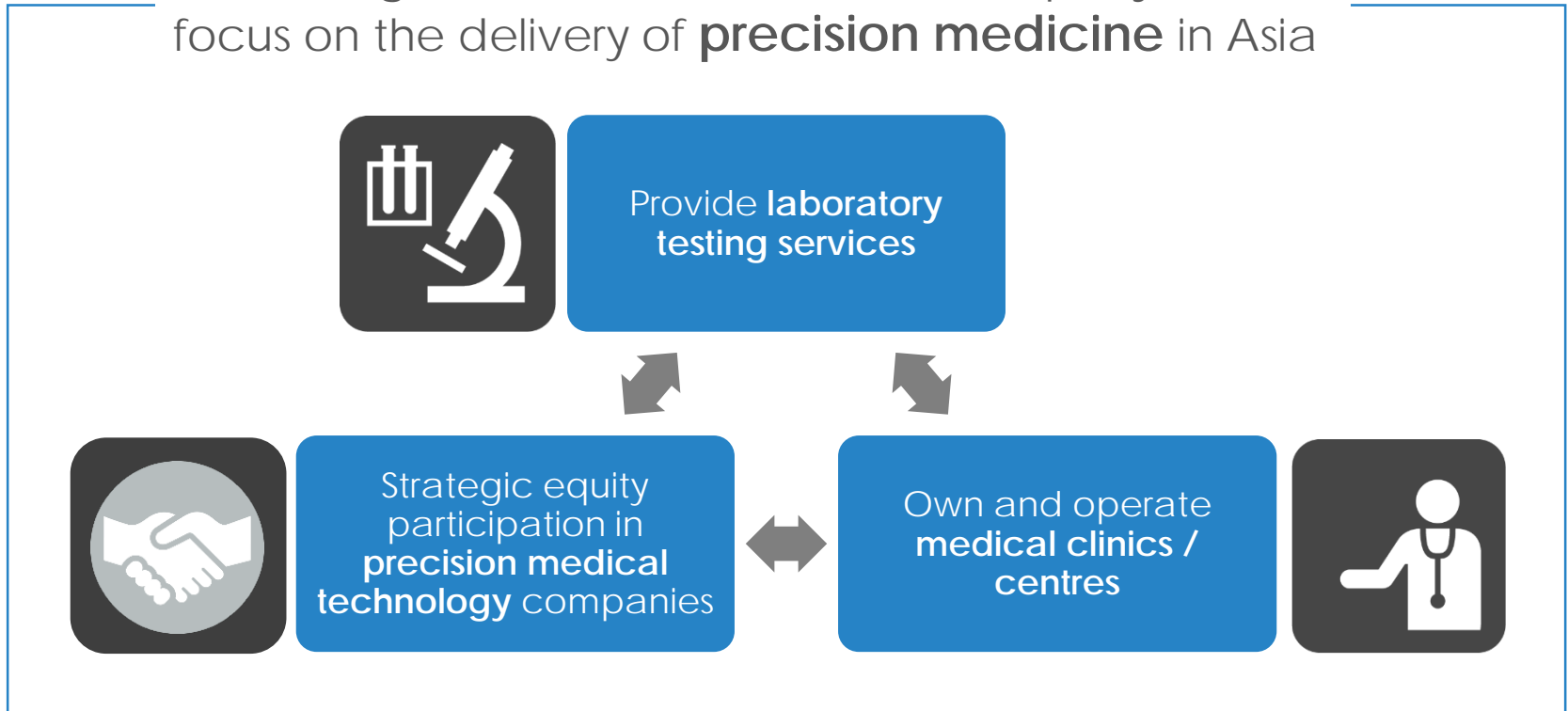
- Accurate and earlier detection of disease or risk
- Detection of each individual's potential response to treatment and prevention regimes

### Precision medicine approaches can be applied to individual health management

- Assessment of health and wellness, e.g. health screening and metabolomics

# Business overview

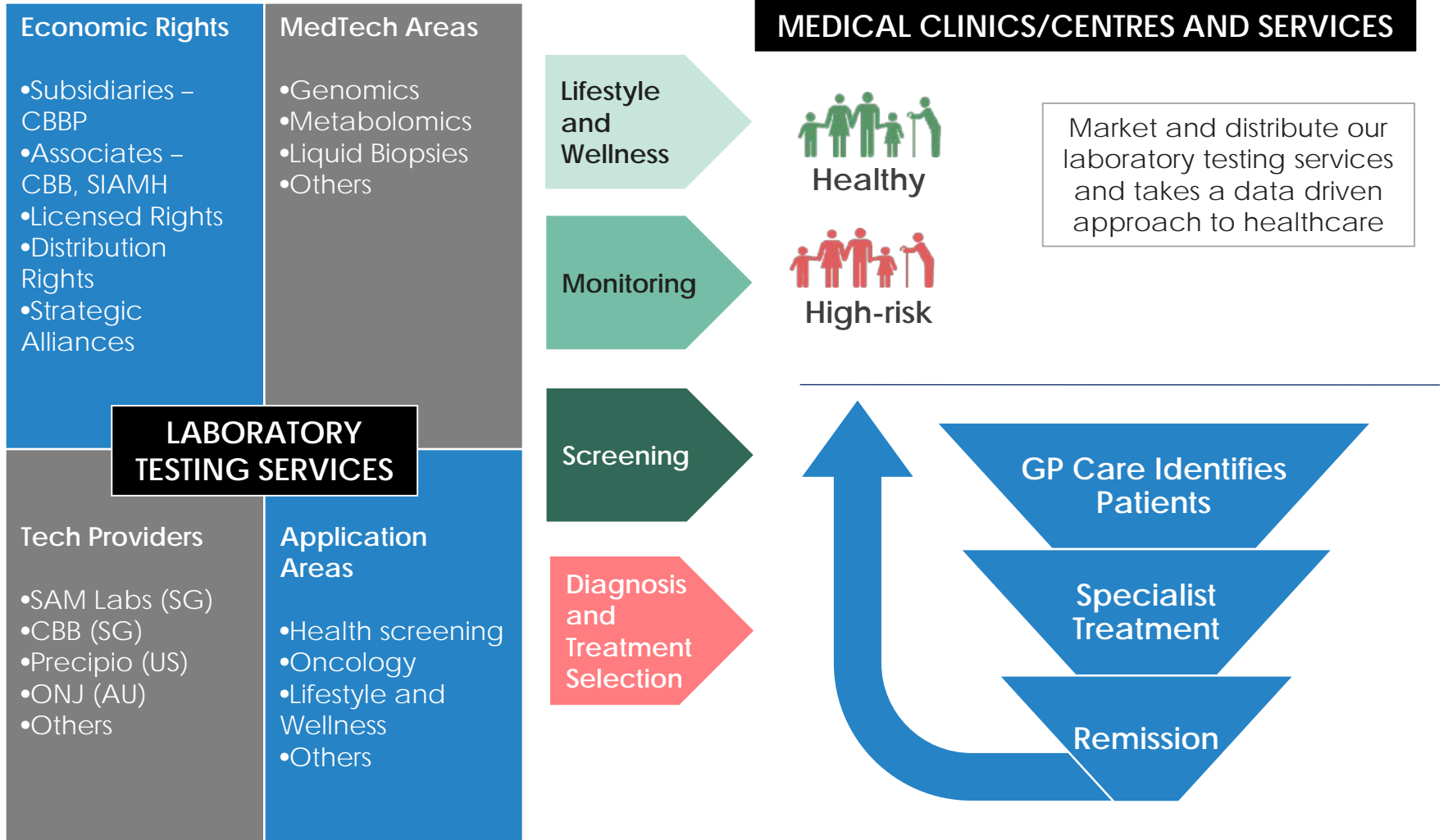
Clearbridge Health is a healthcare company with a focus on the delivery of **precision medicine** in Asia





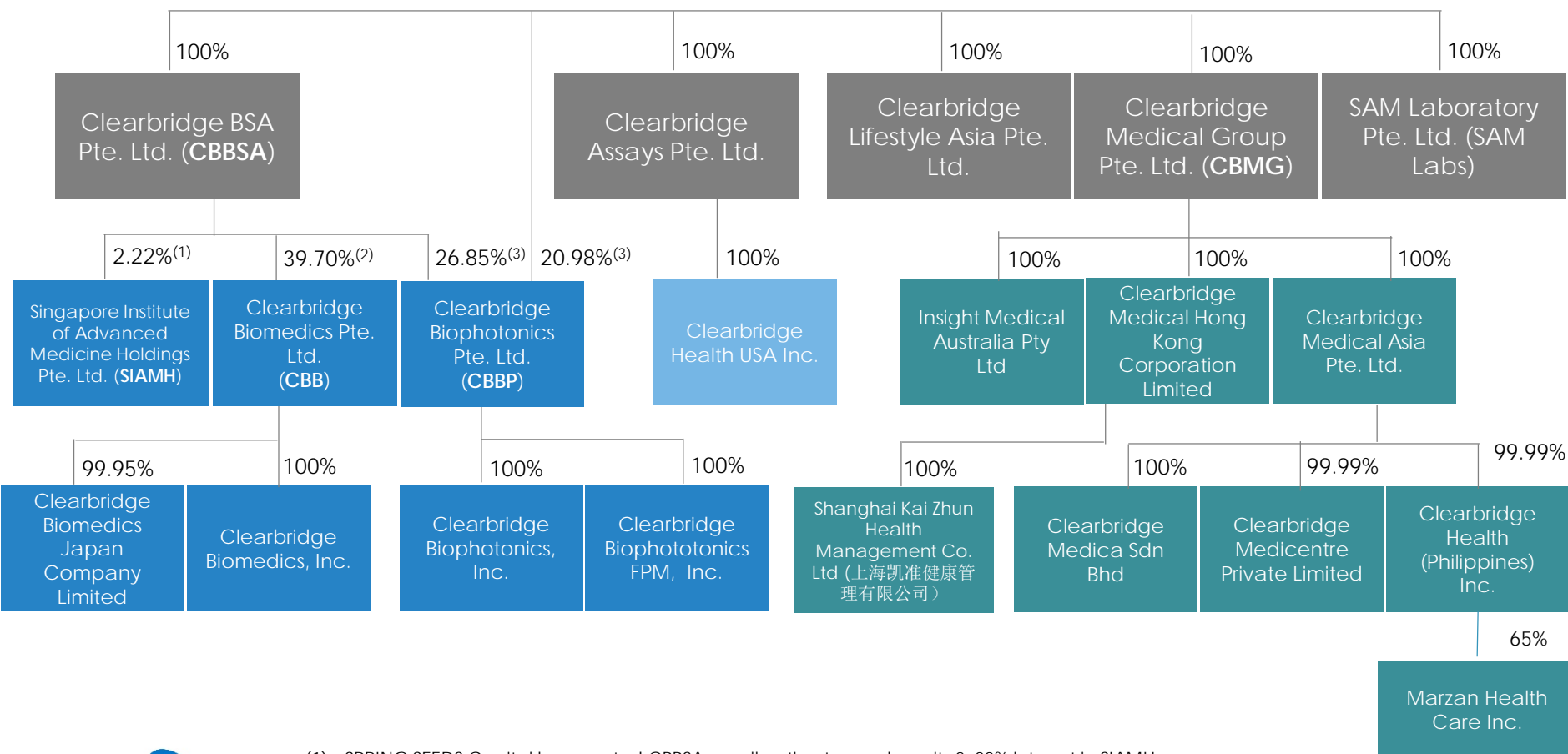
# Business model

Enables delivery of precision medicine in Asia



# Corporate structure

## CLEARBRIDGE HEALTH LIMITED



- (1) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 2.22% interest in SIAMH
- (2) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 12.18% interest in CBB
- (3) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 26.85% interest in CBBP



# Laboratory testing services

Comprehensive suite of services to meet customers' needs

## Clinical Diagnostics

- **Health screening and management** for general patient care
- Range of **oncology diagnostics tests** covering cancer diagnosis, biomarker diagnostics and treatment monitoring and prognosis

- In-house laboratory and capabilities
  - SAM Lab-MOH-licensed and CAP-accredited
  - Liquid biopsy capabilities
- Via collaborations with third parties
  - Blood cancers diagnosis
  - Drug sensitivity testing
  - Biomarker profiling diagnostic tests
  - Blood-based EGFR mutation analysis test



## Lifestyle & Wellness Management Testing Services

- Focus on metabolomics to monitor an individual's health and well-being
- Targeted at healthy individuals for prevention or reversal of diseases or conditions with non-drug modalities

- Our total metabolic health assessment package analyses hundreds of metabolites to survey for 138 possible conditions

# Own and operate medical clinics/centres

## Providing market access for laboratory testing services



- Currently owns and operates **three** medical clinics / centres in
  - Singapore (August 2017)
  - Hong Kong (July 2017)
  - the Philippines (January 2018)
- Distinguishing factor - **Data-driven** approach

# Medical technologies owned and/or offered by us and our associated companies

## Medical Technology

- Subsidiary and associated companies in medical technology segment, which **complements our business**



- A subsidiary developing an algorithm-powered imaging technology
- Improved imaging allows for more efficient location and classification of rare cells and particles

- An associated company headquartered in Singapore with customers across Asia, Europe and North America
- ClearCell® FX System, one of the world's first fully automated cell retrieval systems, which augments our Circulating Tumour Cell clinical tests

- An associated company which owns and operates a medical centre offering services in wellness, aesthetic, digital radiology and specialist management of gastrointestinal and liver disorders
- Collaborating with Varian Medical Systems and IBA Worldwide to build an oncology centre with the first installation of a compact proton therapy system in Singapore

# Collaborations with third parties

Providing technology access and product & service enhancements



Tapping on a network of technology and clinical partners to:



Enhance product and service offerings



Gain access to cutting edge R&D activities



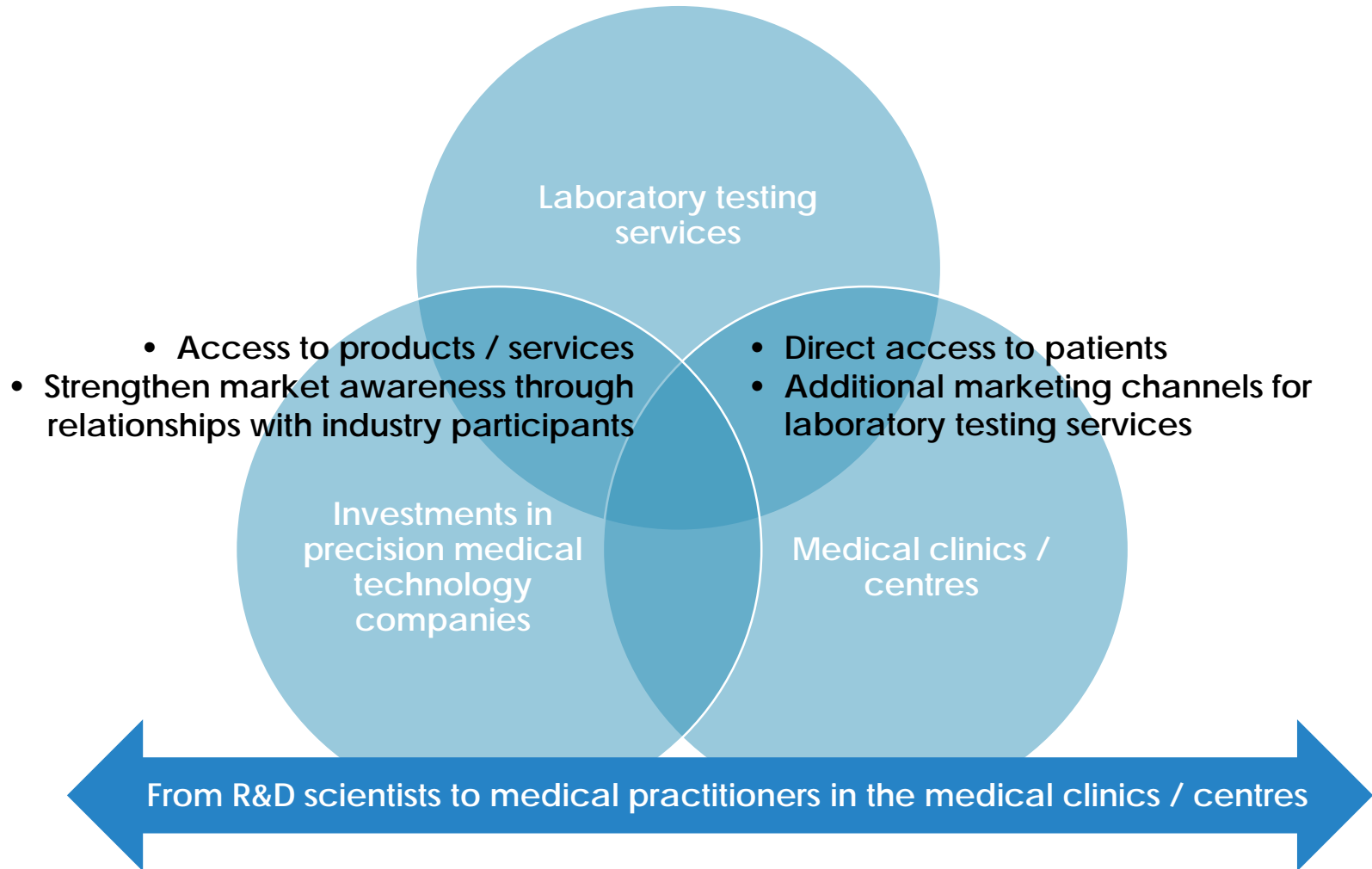
Research and develop new products and services

A man and a woman are jogging together in a lush, green forest. The man is on the left, wearing a blue tank top and black shorts, with a black armband on his left arm. The woman is on the right, wearing a teal tank top and black leggings, also with a black armband on her left arm. They are both smiling and looking towards the camera. The background is filled with dense green foliage and trees.

# Competitive Strengths & Growth Plans

# Complementary business segments

One of the first companies in Asia to cater to different segments of the medical industry





# Technology agnostic, holistic & patient-centric

Positions us well to deliver precision medicine across Asia

**Technology agnostic approach** allows us to take advantage of the best-in-class technologies and workflows; and provide a wide range of products and/or services



To provide better purpose-suited offerings to better cater to consumers' needs



To reduce reliance on any specific market segment and minimise concentration risk



To achieve a short time to market for medical technologies



To access cutting edge R&D



**Holistic and patient-centric approach to healthcare** focuses on attending to the overall needs and concerns of patients rather than on specific illnesses



To allow for more targeted and effective solutions

# An experienced management team

## To lead and execute our business strategy



**Jeremy Yee**  
Executive Director  
and CEO

- Previously CEO of Cordlife Group Limited, a SGX listed healthcare company
- Previously CFO of Cordlife Limited<sup>(1)</sup> an ASX listed healthcare company
- M.Comm (University of Sydney), MBA (Chicago Booth), M.A (Columbia University)



**Simon Hoo**  
Chief Business  
Officer

- Previously CEO of Life Corporation Limited, a company listed on ASX
- Previously business development director at Cordlife Services(S) Pte. Ltd. <sup>(1)</sup>
- MBA (University of Manchester) CA (Singapore), CPA (Australia)



**Andrew Wu**  
Chief Product  
Officer

- Previously COO of Clearbridge Biomedics
- Previously technical director of Cordlife Limited<sup>(1)</sup>
- B.Eng and PhD (University College London)



**Jonathan Liao**  
Chief Commercial  
Officer

- Previously VP investments at EDBI, the corporate investment arm of EDB
- Previously senior director of corporate development at Cordlife Group Limited
- Previously COO of Cordlife Services(S) Pte. Ltd.<sup>(1)</sup>
- M.Eng (University College London), MBA (Chicago Booth)



**Fexlicia Lee**  
Financial  
Controller

- Previously financial controller of CBMG
- Previously FC of Life Corporation Services(S) Pte. Ltd.
- Former senior group finance manager of Cordlife Services(S) Pte. Ltd <sup>(1)</sup>
- Assistant Audit Manager at KPMG
- B.Bus (University of Technology, Sydney)



(1) Following the sale of its cord blood and cord lining banking business and assets in India, Philippines, Hong Kong and Indonesia in June 2013, Cordlife Limited and its subsidiary, Cordlife Services (S) Pte. Ltd., were renamed Life Corporation Limited and Life Corporation Services (S) Pte. Ltd. respectively.

# Growth plans

## Expand our medical clinics / centres regionally

- Intend to collaborate with local partners in Indonesia, Myanmar, India, Malaysia and the PRC



## Expand laboratory testing services

- Intend to leverage early entrant advantage to raise brand awareness and gain regional market share
- Intend to strengthen our market position and/or expand into new complementary business areas through JVs, M&As and/or strategic alliances



## Enhance internal capabilities; achieve greater efficiencies & returns

- Intend to leverage funds from SPRING Singapore to institutionalise a human capital development programme and to develop brand awareness and identity
- Plan to build up our logistics capabilities

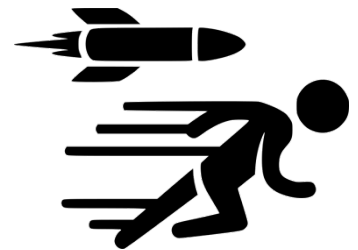




# Corporate Developments

# IPO Promises Delivered

*Clearbridge executed its growth plans immediately after its Dec 2017 IPO with 1 business collaboration and 3 acquisitions in just 2 months*



# Expansion of Product Offering Through Business Collaboration with MILS International (“MILS”)



- **Jan 2018:** Appointed **exclusive distributor** of MILS’s full range of diagnostic tests **in 11 countries** – Singapore, India, Indonesia, Malaysia, the Philippines, Korea, Taiwan, Thailand, Vietnam, Australia and Hong Kong
- Partnership is in line with Clearbridge’s strategy to take advantage of best-in-class technologies through collaborations with different third party partner institutions and technology companies to expand its product offering and gain access to cutting edge research and development

## About MILS

- Established in 1997, headquartered in Kanazawa, Japan
- First to apply human body fluid metabolites analysis by Gas Chromatography–Mass Spectrometry
- Tests include screening for “Inborn Errors of Metabolism” and assessing the healthy functioning of glucose metabolism.

# Regional Expansion of Medical Clinics/Centres Through Acquisitions



## The Philippines

- **Jan 2018:** Completed acquisition of a **65% equity interest** in Philippines healthcare services provider, **Marzan Health Care Inc. ("Marzan")** for S\$1.86m
- Marzan operates Marzan Health Care Diagnostic Centre, which provides a wide range of services including pathology services, imaging diagnostics, dental care, as well as dialysis and renal care.
- ***Paves the way for the Group's expansion into the Philippines***



## Singapore

- **Feb 2018:** Entered into conditional sale and purchase agreement ("SPA") for **proposed acquisition of 85% of Medic Surgery and Laser Clinic ("MSLC")**, for an aggregate consideration of S\$5.50m
- Located on the outskirts of the central business district, MSLC caters mainly to working professionals seeking general medicine services and high-end dermatology treatments at affordable prices.
- ***Strengthens presence in Singapore***



## Indonesia

- **Feb 2018:** Entered into SPA for **proposed acquisition of controlling stake in PT Tirta Medika Jaya ("PT Tirta")** for an aggregate consideration of S\$5.50m
- PT Tirta is involved in the provision of renal care services. Through joint operation agreements with hospitals, PT Tirta operates renal dialysis facilities co-located with partnering hospitals and to-date has a network comprising 15 facilities
- ***Paves the way for the Group's expansion into Indonesia***



# Financial Highlights



# Key highlights

## Revenue and profit

Financial years ended 31 December

S\$'000	FY16	FY17
Revenue	123	288
Loss before taxation	(2,209)	(10,906)
Loss attributable to owners of the company	(1,951)	(7,470)

For the Period Under Review, revenue was due mainly to the acquisitions of CMBG and SAM Lab in May 2017 and Aug 2017 respectively:

- Revenue contribution from CMBG was mainly derived from the medical centre in Hong Kong, which commenced operations in Jul 2017
  - Revenue contribution from SAM Lab was derived mainly from provision of laboratory testing services from Sep 2017
- Loss before taxation and net attributable loss mainly due to purchase of both CBMG and SAM Lab and major recurring and non-recurring expenses:
- Non-recurring expenses included employee benefit expense resulting from the rationalisation and streamlining of the Group's corporate structure, IPO-related expenses, expenses relating to the Group's restructuring exercise and other operating expenses.
  - Higher consolidated expenses partially offset by significant decrease in R&D expenses due to streamlining of R&D activities.

# Key financial highlights

## Balance sheet

S\$'000	As at 31 Dec 2016	As at 31 Dec 2017
Cash and cash equivalents	4,308	27,740
Total assets	46,671	68,793
<hr/>		
Borrowings (current)	-	9
Borrowings (non-current)	-	1,632
Total liabilities	9,042	9,150

- Asset light with low debt
- Purchased the Mapex Property, a freehold office unit for our own use for S\$2.05 million on 13 Nov 2017.
- Expect to see cost savings in rental when SAM Lab moves from its current location in Lucky Plaza to Mapex by the second quarter of 2018



Picture source: Property Guru



# Prospects

# Singapore

## Factors supporting demand for healthcare

### Population growth; Longer life expectancy



- Projected population of between 6.5 million and 6.9 million by 2030<sup>(1)</sup>
- Life expectancy increased to 82.9 in 2016 (2000: 78.0)<sup>(2)</sup>

Prevalence of conditions linked to ageing population such as cardiovascular diseases and cancer

### Rising affluence; Better education



- Median household income from work per household member rose to S\$2,584 in 2016 (2010: S\$1,848)<sup>(3)</sup>
- 1.25 million PMETs by 2030<sup>(1)</sup>
- Total private consumption expenditure on health rose to S\$11.7 billion in 2016 (2010: S\$7.8 bil)<sup>(2)</sup>

Greater economic incentive to adopt preventive approaches through lifestyle and wellness services

### A medical tourism hub in Southeast Asia



- Pool of middle-to-affluent-class population in Southeast Asia able to afford private healthcare to reach 382 million by 2020 (2015: 344 million)<sup>(4)</sup>
- Singapore's reputation for high quality healthcare
- Medical expenditure generated from travellers in 2013: S\$832 million<sup>(5)</sup>

Demand for healthcare expected to rise in line with Asia's growing population, greater life expectancy and rising income

# Regional opportunities for growth



- Rising revenues of global private health insurance industry:
  - 2016: €1.3 trillion
  - By 2025: €2.6 trillion<sup>(6)</sup>



- Countries in Asia, including China and India, have taken steps to liberalise their private healthcare sector<sup>(7)</sup>

- Growing demand for private healthcare insurance is partially a result of increasing interest in healthcare services
- Intensifying economic liberalisation initiatives in Asia will have a positive impact for foreign firms in the coming years

# Pace of technological innovation



- Reduction in cost coupled with improved technologies for biomedical analysis and management of large data sets is likely to accelerate the application of precision medicine

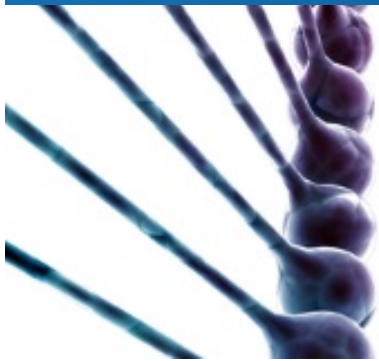


- Private and public sectors in Asia are poised to add further to their multimillion dollar investments over the next several years<sup>(8)</sup>

These developments will increase the awareness of the efficacy of precision medicine and higher standards and demand within the industry



# Summary



# In summary

We are a healthcare company focused on **precision medicine** services

1. Our belief in **Patient-Centric Care** shapes how we conduct our businesses and operations

2. Precision medicine **tailors medical treatment and prevention regimes** to an individual's profile

3. **Technology agnostic** approach - best-in-class technologies and workflows and a wide range of better purpose-suited products and services



4. **Complementary business** segments that bridge medical technology and market access to deliver precision medicine

5. An **experienced management** team and **optimised corporate structure** to deliver precision medicine.

6. **Demand** for precision medicine services likely to increase in the coming years.

7. **Clear plans** to expand services and geographical footprint in Asia.





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Thank you

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# Appendix

## References

1. Information obtained from a report issued in January 2013 entitled "A Sustainable Population for a Dynamic Singapore, Population White Paper" published on the website of the Strategy Group, Prime Minister's Office. (<https://www.strategygroup.gov.sg/docs/default-source/Population/population-white-paper.pdf>)
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