

## Clearbridge to raise S\$11.0 million to strengthen long-term growth

- *Issuance of S\$11.0 million convertible bonds due 2022 to finance acquisitions and/or business opportunities*
- *Targeting growth and complementary acquisitions which will drive sales and enhance financial performance*

**SINGAPORE – 31 January 2019** – Integrated healthcare company **Clearbridge Health Limited** (“Clearbridge” or the “Company” and together with its subsidiaries, the “Group”) (明策集团), today announced it has entered into a subscription agreement to issue S\$11.0 million in bonds (the “Convertible Bonds”) to pursue acquisitions and/or business opportunities which will drive sales and enhance the Group’s financial performance.

Bearing an interest of 7.0% per annum, the bonds are convertible by bondholders into new shares (the “Conversion Shares”) any time during the three-year tenure at a conversion price of S\$0.28 per Conversion Share. This represents a premium of 78.1% to the volume-weighted average price for trades done on the Singapore Exchange Securities Trading Limited (“SGX-ST”) on 31 January 2019, being the full market day on which the subscription agreement is signed. If fully converted, the Conversion Shares will represent approximately 7.4% of the Company’s enlarged share base.

Clearbridge intends to use part of the proceeds to complete the proposed investment in PT Indo Genesis Medika as announced in August 2018. Indonesia is key to the Group’s growth strategy with its population of 250 million and a national health insurance system (Badan Penyelenggara Jaminan Sosial) that covers laboratory services. The remaining funds raised will be used for mergers and acquisitions, joint ventures, strategic collaborations and/or investment as well as general working capital purposes.

The Convertible Bonds have been offered to corporate and private investors that includes Coop International Pte Ltd, an investment company and a subsidiary of Bonvests Holdings Ltd, a company listed on the SGX-ST. Members of the Clearbridge’s management team including its Non-Executive, Non-Independent Chairman, Mr Johnson Chen; Executive Director and CEO, Mr Jeremy Yee; Chief Commercial Officer, Mr Jonathan Liao; Chief Business Officer, Mr Simon Hoo, and other employees of the Company have subscribed for the Convertible Bonds.

**Mr Jeremy Yee (余斌)**, Executive Director and Chief Executive Officer of Clearbridge, who has committed S\$1.0 million to subscribe for the Convertible Bonds, said the management’s participation in this exercise reflected the team’s confidence in the growth prospects of the Group.



*“This fundraising exercise will enable Clearbridge to seize attractive acquisition opportunities for medical clinics/centres and laboratories currently available in populous markets in Southeast Asia. At the same time, it enables us to preserve our existing cash for other organic expansion throughout the region. Our mission is to establish ourselves in these markets as a provider of quality and affordable healthcare through the use of precision medicine to achieve better clinical outcomes and improve patient care. Having a strong network of medical clinics and centres will enable us to deploy our diagnostic tests and medical technologies so more patients can enjoy the benefits of precision medicine,”* said Mr Yee.

Since its IPO in December 2017, Clearbridge has embarked on an EBITDA-focused acquisition strategy that has significantly expanded its footprint in Southeast Asia.

In the Philippines, the Group’s financial performance has improved significantly since the acquisition of the integrated ambulatory Medical Center in Quezon City. Following its strategic rebranding from Marzan Health Care Diagnostic Centre to Clearbridge Medical Centre, the facility is on track to implement concrete plans to start its multi-speciality outpatient clinics. Besides the established aesthetics clinic in the Philippines, the Group has also identified two other clinic locations in Metropolitan Manila and Cebu, Lapulapu City which are undergoing preliminary works and renovation.

In Indonesia, Clearbridge’s subsidiary PT Tirta Medika Jaya, is now offering renal care services in 34 hospitals in Indonesia as compared to 15 hospitals when the Group acquired it in April 2018. Elsewhere in the region, the Group operates two clinics in Singapore and one in Hong Kong, which have been delivering satisfactory growth.

Under its laboratory testing services arm, Sam Laboratory Pte. Ltd., Clearbridge also offers a comprehensive suite of clinical diagnostic tests augmented by collaborations with third-parties.

Since embarking on its expansion strategy, the Group has achieved four consecutive quarters of topline growth. Revenue reported in the three months ended 31 December 2017 was S\$0.3 million as compared to S\$2.1 million in the three months ended 30 September 2018.

Mr Yee said: *“Our performance shows that we have a sound and proven growth strategy that will enable us to enhance our financial performance. We intend to continue our expansion in populous markets through organic and/or inorganic means to improve our topline numbers and financial performance.”*

The proposed subscription of the Convertible Bonds by Mr Jeremy Yee and Mr Johnson Chen will be subject to shareholders’ approval at an extraordinary general meeting to be convened. The terms and conditions of the issuance of the Convertible Bonds will be set out in a circular, together with the notice of extraordinary general meeting, and dispatched to shareholders of the Company in due



course. The subscriptions by the other investors, which will be on the same terms, do not require shareholders' approval.

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### **About Clearbridge Health Limited**

Clearbridge Health Limited is a healthcare company with a focus on the delivery of precision medicine in Asia. Its business comprises laboratory testing services, medical clinics/centres and strategic equity participation in complementary precision medical technology companies. Through the delivery of precision medicine in Asia, it seeks to empower clinicians and healthcare professionals to make more reliable and accurate diagnoses, provide insights to disease management, and tailor personalised prevention and timely treatment programmes for patients. For more information, please visit us at [www.clearbridgehealth.com](http://www.clearbridgehealth.com).

*Issued by and on behalf of Clearbridge Health Limited*

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*This press release has been prepared by the Company and its contents have been reviewed by the Company's sponsor, United Overseas Bank Limited (the "Sponsor"), for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited (the "SGX-ST").*

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