

"Reshaping Regional Medical Tourism"



Announcing a 60% interest In

ZHUHAI-SINGAPORE LIFE SCIENCE PARK



Asian
American
MEDICAL GROUP

Rich Tree Holdings

About Asian American Medical Group

- Singapore based AAMG: one of Asia's leading healthcare groups.
- Mission: **“To deliver excellent multi-disciplinary medical care through clinical skills, technological innovation and patient-centric care”**
- Established 1994, operations include Asian American Liver Centre (“AALC”) and Asian American Radiation Oncology (“AARO”).
- Led by distinguished hepatobiliary and liver transplant surgeon, Dato' Dr Tan Kai Chah (Dr KC Tan) who is also AAMG's Executive Chairman.
- Listed on the Australian Securities Exchange since September 2009.
- Strategic collaboration with University of Pittsburgh Medical Center since 2012:
 - Leading U.S. based integrated global health enterprise
 - Operating revenue of US\$11 billion.



About Rich Tree Holdings

- A privately held investment holding company, incorporated and based in Singapore
- Investments focus on real estate developments outside Singapore
- Current investments includes the development of the Zhuhai-Singapore Life Science Park Phase 1 Project situated in Zhuhai, Guangdong
- The conceptualisation and development of the Zhuhai-Singapore Life Science Park Phase 1 is carried out by Rich Tree Land Pte Ltd, a wholly-owned subsidiary of Rich Tree Holdings, in collaboration with AAMG
- Besides Rich Tree Land, Rich Tree Holdings has two wholly-owned foreign enterprises in China

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AAMG International Strategy

- Following listing (2009) AAMG began implementing a targeted international growth strategy.
- Strategy focus on delivering multi-disciplinary medical care, through:
 - **Excellence:**
 - Strategic partnership with UPMC, global leading edge health care.
 - **Geographic** expansion:
 - Footprint includes a presence in Singapore, Malaysia and Myanmar.
 - Future focus on China, UAE and Russia.
 - Augmentation of **Services:**
 - Recognised as one of Asia's foremost Liver Centres (AALC) with a highly successful Living Donor Liver Transplantation (LDLT) Programme.
 - Service offerings to include Radiation Oncology.



Potential of China Healthcare Market

- China 3rd largest and fastest growing healthcare market in the world (*The Economist*, 2014, *McKinsey & Co*, 2014).
- US\$1 trillion by 2020 (*McKinsey & Co*, 2014).
- Significant increase in wealth in the economies of Greater China, and a consummate increase in demand for first tier medical services.
- Significant latent backlog of investment into health infrastructure real estate.
- Overloaded public medical sector.
- China lacks high quality healthcare services in all of its major cities.
- Liberalisation of foreign investment in healthcare by the Chinese Government.

Potential of China Healthcare Market (cont.)

- Significant growth in China's ageing and urban population (*Thomson Reuters, 2015*).
- Changing diets and lifestyle which, together with industrial pollution, have resulted in higher incidence of chronic illnesses.
- China still ranks 108th in terms of life expectancy and 103rd in infant mortality rates (*Cigna & CMB, 2014*).
- More than 60,000 wealthy Chinese travel abroad every year for their medical treatment, whereby the majority travel to the USA (*China Daily USA, 2014*).
- Healthcare spending in China forecast to treble to RMB 8t (US\$1.3t) over the next five years (*Thomson Reuters, 2015*).



Transaction Overview

- Opportunity to purchase a 60% interest in the Zhuhai-Singapore Life Science Park Phase 1 (Park).
- Modern international health screening centre.
- Multi-disciplinary medical suites with retail and F&B outlets.
- Park delivers scale with 22,000 sqm GFA.
- Situated at Zhuhai, Guangdong in the Zhuhai Free Trade Zone.
- Service local wealthy population & feeder clinic to international medical centers and hospitals throughout the region.

Zhuhai–Singapore Life Science Park (Phase 1)

An Overview

- One-stop health screening and diagnostic centre housing advanced laboratory and imaging equipment.
- 12-storey specialist medical centre.
- Land area of 5,446 m².
- Health-screenings, endoscopic and operation services, multi-disciplinary medical consultations including aesthetic services.
- Zhuhai Free Trade Zone (“FTZ”) provides medical equipment cost efficiencies such as tax incentives.
- Total project value circa S\$80M. Completion expected in 2017.



Zhuhai-Singapore Life Science Park (Phase 1)

Key Services

- Diagnostic radiology (CT, MRI, X-Ray, Ultrasound, PET-CT, PET-MRI etc.)
- Advanced laboratories including Genomics and Gene Sequencing
- Beauty and Aesthetics
- Endoscopy
- Cardiovascular, Pulmonary, Neurology, Gastrointestinal and Liver Specialities
- Dental and Orthodontics
- Sports and Orthopaedics
- ENT and Ophthalmology



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Zhuhai-Singapore Life Science Park (Phase 1)

Key Services (cont.)

Case Study: Beauty and aesthetics

- Major component of the Park.
- Plastic surgery market RMB 30 billion (US\$4.8 billion) in 2010, with forecast 40% annual growth (*All-China Women's Federation*).
- Globally third largest number of plastic surgeries performed (3.4 million pa) after the USA and Brazil.
- In 2014, 56,000 Chinese travelled to South Korea for cosmetic surgery - 350% increase over 2013 (*South China Morning Post*).
- Opportunity to partner with South Korean and Brazilian plastic surgical groups.

Role of AAMG

- Until now, international interest in healthcare within China has been largely confined towards traditional Chinese medical (TCM) and hospital-based services.
- Leading specialists to operate in China under the AAMG umbrella
- Holistic approach to medicine with the best practices and management support
- International healthcare management standards with clear focus on clinical outcome
- AAMG is fully backed by its partnership with UPMC
- UPMC engaged in the design and building consultation and clinical oversight

About Zhuhai

- Located South Guangdong Province
- Ranked the largest economy in China (2013) - forecast growth 10% in 2015 (*China Daily* 2015)
- Transportation hub including;
 - Zhuhai Airport & Zhuhai Port
 - 10 km from Macau International Airport and Port
 - 36 nautical miles from Hong Kong Port
 - Intersection of Guangzhou-Zhuhai Highway and the Beijing-Zhuhai Highway
 - Less than two hours to drive to all major cities in the Pearl River Delta
- Major infrastructure : 50kms bridge connecting Hong Kong, Macau and Zhuhai (completion 2016).
- Most liveable city in China 2014 (*Chinese Academy of Social Sciences*)



Zhuhai Free Trade Zone

- One of China's five special economic zones with unique policies, flexible government, and tax concessions
- More than 150 companies from 20 countries established businesses in the zone
- Large investors in the zone include MTU, EPCOS, Oplink, Coloplast, SCHMID, Tyco Electronics, ProLogis, Canon
- July 2015: Zhuhai FTZ Administrative Committee formally welcomes AAMG and Rich Tree Land, and commits to provide incentives and support services towards its success
- Committee confirms that this project “will be crucial in transforming healthcare in China”



KEY MANAGEMENT TEAM



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Rich Tree Holdings

DATO' DR TAN KAI CHAH

Executive Chairman of AAMG



Dr K C Tan graduated from the Medical Faculty, University of Malaya, in 1978 and obtained his Fellowship of the Royal College of Surgeons of Edinburgh in 1982. From 1984 to 1985, he obtained advanced training in paediatric surgery in Manchester and Southampton, UK. He obtained further training in paediatric hepatobiliary surgery and liver transplant surgery in King's College Hospital (KCH), London from 1986 to 1994.

Dr Tan returned to South-east Asia in 1994 after six years as Consultant Surgeon in KCH to set up private practice, the Asian Centre for Liver Diseases & Transplantation (now known as Asian American Liver Centre, AALC, a wholly-owned subsidiary of Asian American Medical Group, AAMG), in Gleneagles Hospital, Singapore.

In January 2002, Gleneagles Hospital, Singapore, was given permission to perform LDLT. The first successful adult-adult LDLT in South-east Asia was performed in Gleneagles in April 2002. Dr K C Tan and his team have successfully performed more than 200 LDLTs – the only private centre in South-east Asia to reach this historical milestone.

Delivery Team

AAMG have appointed Aspire Strategy, in collaboration with Emerge Capital Partners, as advisor and exclusive lead manager of the structuring and capital raising for the Zhuhai-Singapore Life Science Park project.



- Led by Peter Hurley
- Advice and investment products to global clients
- Real estate advisor and funds manager
- AUD\$2.1 billion of real estate transactions since inception



- Led by Tim Frogley and Nathan Parris
- Independent advisory and investment group since 2008
- Real Estate, Infrastructure and Private Equity
- Asia Pacific, Europe and the Middle East



Timing & Next Steps

- July 2015
 - AAMG appointed as project management lead to oversee planning and development of the Project's medical and scientific aspects
 - Aspire Strategy and Emerge Capital Partners appointed for due diligence, structuring and fundraising
- Early 2016
 - Project commencement
- 2016 – 2017
 - Procurement of multi disciplinary healthcare service providers
- 2017
 - Project completion
 - AAMG commence management of the medical centre



Quote from Zhuhai Free Trade Zone Administrative Committee

“Zhuhai has undergone a remarkable economic transformation in recent years, propelled by local and foreign investment in multiple business sectors.

The Zhuhai-Singapore Life Science Park will provide a much-needed suite of services to meet China's growing demand for premium wellness treatments.

We are confident that this development will be crucial in transforming healthcare in China and the surrounding region,”

Zhuhai Free Trade Zone Administrative Committee

Quote from UPMC

“We are delighted to support our long-time partner AAMG in its commendable efforts to bring world-class medical care to China through the Zhuhai-Singapore Life Sciences Park.

As UPMC has demonstrated in projects around the world, we are committed to providing the highest quality care possible to patients close to where they live.

We expect to help AAMG with construction planning, design and service line development as part of this new initiative.”

Mr. Charles E. Bogosta
Executive Vice President of UPMC and President
UPMC's International Services Division



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THANK YOU

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