



## Human Health Announces FY2022 Annual Results

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### **Adopted Innovative Business Strategy to Attain Sustainable Growth Scaled up Input to Optimise Stakeholders Engagement**

(Hong Kong, 29 September 2022) – **Human Health Holdings Limited** (“Human Health” or the “Company”, together with its subsidiaries, the “Group”; stock code: 1419), a leading private integrated healthcare service provider in Hong Kong, announces its consolidated annual results for the year ended 30 June 2022 (“FY2022”).

Despite the challenging business environment in Hong Kong, the Group managed to deliver satisfactory results in FY2022. The Group’s revenue for FY2022 was approximately HK\$1,121.8 million, representing an increase of approximately 71.3% from FY2021. The Group’s gross profit margin slightly increased from approximately 57.5% for FY2021 to approximately 58.8% for FY2022. The Group’s profit attributable to owners of the Company was approximately HK\$ 375.3 million, representing an increase of approximately HK\$230.9 million or 159.8% from FY2021. Basic earnings per share for the Interim Period of FY2022 amounted to approximately HK98.9 cents (Basic earnings per share for FY2021: approximately HK38.1 cents).

**Mr. Chan Kin Ping, BBS, JP, Chairman and Chief Executive Officer of Human Health,** said, “We take pride in announcing that we succeeded in overcoming the difficulties and delivered impressive results with enhanced business performance and increased profit during FY2022. During the serious outbreak of the fifth wave of pandemic, as one of the leading private healthcare service providers in Hong Kong, our whole team continued to provide full scale healthcare services, worked closely with the Hong Kong Government and stayed at the forefront of the battle against the pandemic to safeguard the citizens in Hong Kong.”

### ***Significant Growth Across Business Sectors***

By continuously adopting innovative business strategies and seizing new development opportunities with well-equipped management, professional team and outreach team, the Group succeeded in boosting its market share, diversifying its scope of services, and bolstering its leading position in the healthcare sector in FY2022.

To enhance its market share and better cope with the challenges brought by the fifth wave of pandemic in Hong Kong which occurred since January 2022, the Group has provided comprehensive services covering testing, vaccination, quarantine support and treatment, preventive, telemedicine and public to private outpatient and respective outreach services, as well as selling healthcare related products and services through a variety of channels. The Group's revenue from general practice services increased by approximately HK\$485.2 million or 103.5% from FY2021 to approximately HK\$954.1 million for FY2022. The increase was mainly attributed to the continuous increase in demand for the preventive, testing, vaccination and outreach services including the COVID-19-related services.

Affected by the fifth wave of the pandemic, patients tended to delay non-urgent treatments resulting in the decrease in number of patient visits of both specialties and dental services. While the revenue of dental services increased by 6.2% as compared with that of FY2021, the revenue of specialties services decreased by 17.2% as compared with that of FY2021, however, the Group is still confident on the growth potential and huge demand for the specialties services and shall invest extensive resources in upgrading and optimising facilities and infrastructure for the specialties services in the coming financial year and will continue to optimise its dental services to meet the different needs of the public.

In view of the market conditions and the significant potential of the healthcare sector in the PRC, the Shanghai Human Health Integrated Medical Centre (上海盈健門診部) – the medical centre operated by the associate of the Group, had its expansion in October 2021. The Group remained optimistic as to the market prospect and the huge potential for the healthcare and medical aesthetic business in the PRC and will intensify its effort to its development and seize emerging growing opportunities in Mainland China.

Throughout the years, the Group has been making effort on the investment in IT infrastructure and digital platform, as well as optimising stakeholders engagement and strengthening the diversion of customers by different means and multifold channels. During FY2022, apart from launching a digital registration programme and promoting a membership programme, the Group has developed a next generation integrated clinic operating platform to manage its business engagement with customers (B2C), corporate partners (B2B) as well as the Hong Kong Government (B2G).

Furthermore, the Group has successfully acquired two properties as its headquarters during FY2022 with the purpose of facilitating the development of the Group's business, optimising its cost control measures as well as maximising its operational efficiency. The Board considered the acquisitions suit the Group's growth and expansion plan.

### ***Remain Confident for Future Business Ramp-up***

With the general public's adaption of lifestyles to the "new normal" of the epidemic and the expected ease of social distance measures by the Hong Kong Government, the Group is highly optimistic towards the future prospect of the healthcare, wellness as well as the

rehabilitation services market in the post-pandemic era. The Group has selected the premises located at Star House, Tsim Sha Tsui, in view of its prime location, capacious size and reasonable rent, to build a mega health hub, aiming to provide one-stop medical services and health-tech related services, strengthen the integration and interaction of its online and offline business through Online-Merge-Offline and digital marketing strategies and bring better products and services with brand new experience to the community. .

During FY2022, Actmax Limited (an indirect wholly owned subsidiary of the Company) has been awarded the tender for the provision of services under the “Pilot Rehabilitation Programme for Employees Injured at Work” (the “Pilot Programme”) launched by the Labour Department. It is believed that the Pilot Programme will contribute a steady income stream to the Group, provide foundation for the Group to develop its rehabilitation services, further facilitate the development of the medical services of the Group as well as strengthen its collaboration with the Hong Kong Government.

It is worth mentioning that, with an aim for digitalisation, the Group will persist in allocating resources to enhance the infrastructure of information technology, digital platform and medical equipment upgrade with the digital transformation strategy in order to provide person-centric care services to its customers and enhance overall effectiveness and efficiency of the Group’s operations. The Group has spent efforts in establishing a next generation integrated clinic operating system in which the first phase of the system is expected to be launched in the coming financial year to assist in the optimisation of overall internal business management and the enhancement of operating workflow within frontline teams. In addition, the Group plans to deploy appropriate tools in relation to workflow automation, customer self-service and virtual health service in its business, such as Omni channel platform, “eHealth station” and “Ticketing” for bringing new digital health experience to the customers.

**Mr. Chan Kin Ping, BBS, JP** concluded, “Looking ahead, we will continue to strengthen our digitalisation strategy, enhance our engagement and connectivity with customers, professional team members and strategic partners, further expand our service network, scope of services as well as distribution channels, integration of the online and office healthcare services and continuous collaboration with Hong Kong Government and different organisations, with an aim to provide a wide range of top-notch medical and wellness services to the community.”

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