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Union Medical Healthcare Limited

香港醫思醫療集團有限公司*

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 2138)

INSIDE INFORMATION SALES VOLUME UPDATE

This announcement is made by Union Medical Healthcare Limited (the “**Company**”, together with its subsidiaries, the “**Group**”) pursuant to Rule 13.09 of The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and the Inside Information Provisions (as defined in the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Chapter 571 of the laws of Hong Kong).

Sales volume for the year ended 31 March 2021

The board of directors (the “**Directors**”) of the Company (the “**Board**”) is pleased to inform the shareholders of the Company (the “**Shareholders**”) and potential investors that based on the latest assessment by the Board with reference to the preliminary unaudited management accounts of the Group for the year ended 31 March 2021 (the “**Period**”) currently available, the Group’s sales volume (being the total sales volume generated from contracted sales entered into, and all products and services offered by the Group, the “**Sales Volume**”) is summarized as below:

Year-on-Year growth during the Period	1 st half	2 nd half	Full Year
Sales Volume of medical services in Hong Kong	25%+	100%+	60%+
Sales Volume of aesthetic and beauty services in Hong Kong & Macau	35% -	10% -	25% -
Sales Volume in Mainland China	40%+	75%+	60%+
Overall Sales Volume	11%-	35%+	10%+

Note: (+) refers to no less than, while (-) refers to no more than

The Group expects to record:

- (i) Sales volume of no less than HK\$2,200 million for the Period, representing an increase of no less than 10% as compared with the same period last year;
- (ii) an increase in Sales Volume of medical services offered by the Group of no less than 100% for the second half of the Period as compared with the same period last year and 60% for the Period as

compared with the same period last year;

- (iii) a decrease in Sales Volume of aesthetic and beauty services offered by the Group of no more than 25% for the Period as compared with the same period last year; and
- (iv) an increase in Sales Volume in those clinics and service centers located in Mainland China of no less than 60% for the Period as compared with the same period last year.

Despite the adverse economic conditions resulting from the outbreak of COVID-19 with continuous travel restrictions, social distancing and another round of compulsory closure of all beauty parlors in Hong Kong, the Group's overall sales performance achieved a year-on-year increase of no less than 35% in the second half of the Period. During the 70 business days of compulsory closure, the Group was able to (i) boost sales in the local market and in Mainland China through proactive client engagement and e-commerce campaigns; (ii) stimulate cross-selling among different medical disciplines; and (iii) complete acquisitions of certain medical establishments. The Board considers the Group will benefit from the strong demand after the business reopening under the easing of COVID-19 prevention measures on 18 February 2021 by the Hong Kong Government.

Looking ahead, the Group is optimistic about its business performance, which is expected to benefit from (i) the continuous demand for COVID-19 testing service; (ii) the provision of COVID-19 antibody testing service in the foreseeable future; (iii) the potential use of health codes for cross-border travel; (iv) the prevalence of telemedicine service; and (v) the continuous consolidation of the market. The Group will closely monitor the progress of COVID-19 vaccination scheme which was launched on 26 February 2021 by the Hong Kong Government and the potential resumption of cross-border travel and it will also continue to develop its businesses through organic growth and mergers & acquisitions, with particular focus on information technology, branding and service.

The Board wishes to remind Shareholders and potential investors that the above data are based on the unaudited management accounts of the Group which have not yet been reviewed or audited by the auditors of the Company. Sales performance during the Period are affected by a series of factors, and the operational data for the Period may not be able to reflect the overall financial performance of the Group. Shareholders and potential investors of the Company are advised to read carefully the annual results announcement of the Company for the year ended 31 March 2021, which is expected to be published in late June 2021.

Shareholders and potential investors are advised to exercise caution when dealing in the shares of the Company.

By Order of the Board
Union Medical Healthcare Limited
Raymond Siu
Company Secretary

Hong Kong, 12 April 2021

As at the date of this announcement, the board of Directors comprises four executive Directors, namely Mr. Tang Chi Fai, Mr. Lee Gabriel, Mr. Lee Heung Wing and Mr. Wong Chi Cheung; two non-executive Directors, namely Mr. Luk Kun Shing Ben and Dr. Wang Steven Dasong, and three independent non-executive Directors, namely Mr. Ma Ching Nam, Mr. Look Andrew and Mr. Lam Chi Hang Josekin.

**For identification purpose only.*