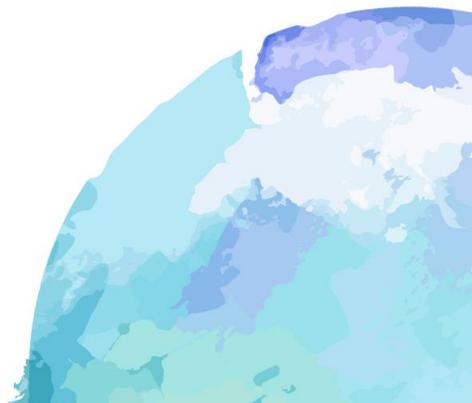




# 9M FY2019 Results Presentation



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# Business Overview

## Banking

### Cord Blood Banking



- Collection at birth, processing, testing, cryopreservation and storage of stem cells from the umbilical cord blood – **Haematopoietic Stem Cells (HSCs)**

### Cord Lining Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord lining - **Mesenchymal stem cells (MSCs) and Epithelial stem cells (EpSCs)**
- Patented technology – Exclusive license from CellResearch Corporation.

### Cord Tissue (Wharton's Jelly) Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord tissue - **Mesenchymal stem cells (MSCs)**

## Diagnostics

### Non-invasive Newborn Metabolic Screening



- A non-invasive, early detection test specially designed to screen inherited metabolic disorders in newborns.

### Paediatric Vision Screening



- Non-invasive detection of vision problems in children
- Catered for children as early as 6 months to 6 years old
- Instant results provided to enable early intervention

### Non-Invasive Prenatal Testing (NIPT)



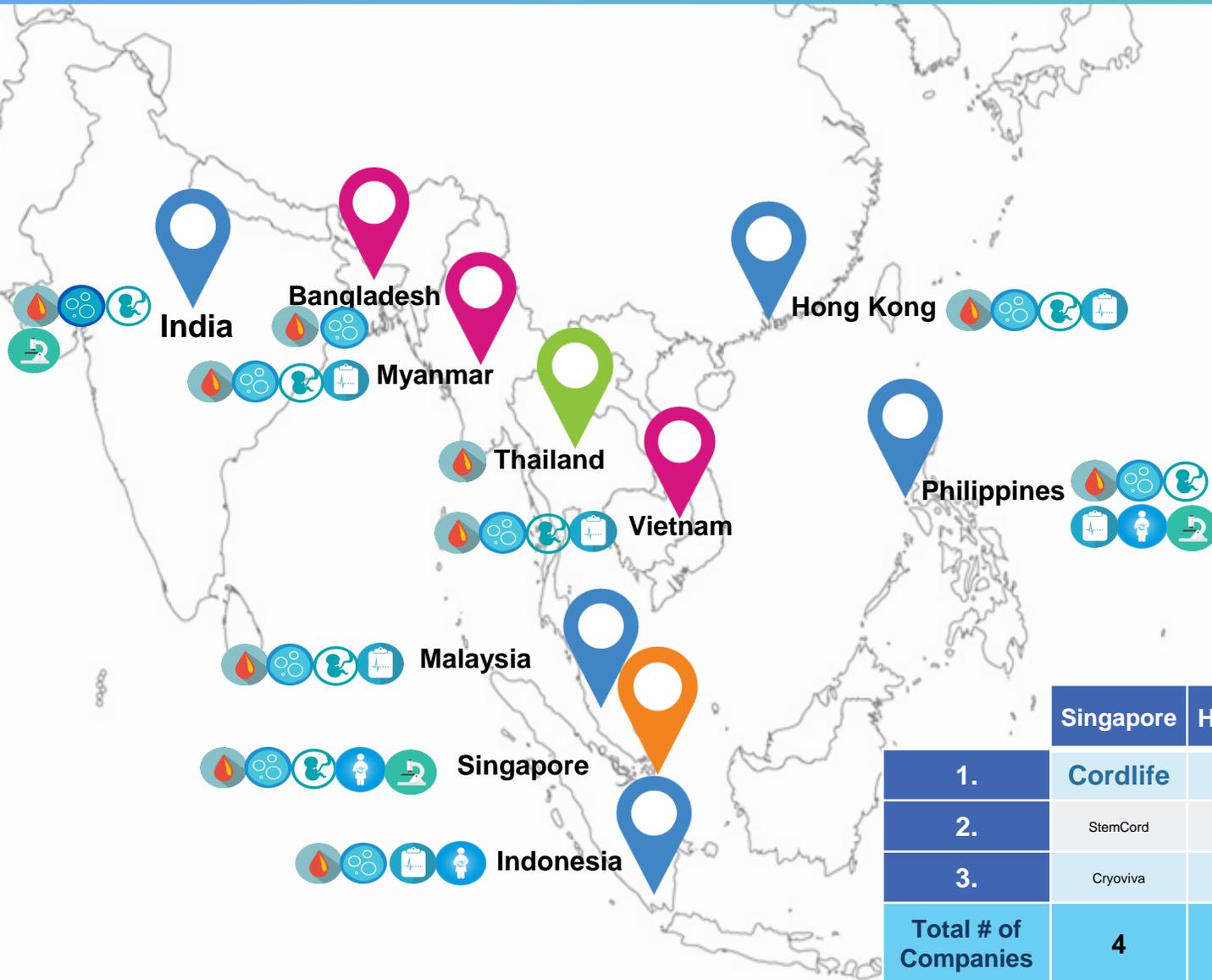
- Catered for expectant women in their 1<sup>st</sup> trimester
- Analyses cell free foetal DNA in mother's blood to detect foetal chromosomal abnormalities using whole genome sequencing

### Family Genetic Testing



- A whole-exome genetic test that cross-analyses genetic information within the family to let them take steps to delay, manage or even prevent the onset of the condition/s that they are predisposed to

# Our Reach



-  Cordlife's Headquarters
-  Cordlife's Subsidiaries
-  Cordlife's Associate
-  Cordlife's Marketing Agents

### Banking Services

-  Cord Blood
-  Cord Lining
-  Cord Tissue

### Diagnostics Services

-  Non-Invasive Newborn Metabolic Screening
-  Non-Invasive Prenatal Testing
-  Genetic Testing

## Our Market Ranking

	Singapore	Hong Kong	India	Philippines	Indonesia	Malaysia
1.	<b>Cordlife</b>	<b>Cordlife</b>	Lifecell	<b>Cordlife</b>	<b>Cordlife</b>	Cryocord
2.	StemCord	Cryolife	CryoBanks	Stemcord	Babybanks	<b>Cordlife</b>
3.	Cryoviva	Prostemcell	<b>Cordlife</b>	Globetek	Stemcord	Cellsafe
<b>Total # of Companies</b>	<b>4</b>	<b>6</b>	<b>12</b>	<b>4</b>	<b>6</b>	<b>3</b>

# Corporate Developments

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# Corporate Developments

## Cordlife Extends Geographical Footprint to Bangladesh (23 August 2019)

### About

- Cordlife has appointed Cordcell Bangladesh Ltd as marketing agent in Bangladesh, allowing the Group to tap on the agent's good rapport with various private maternity hospitals and key obstetricians to generate demand for its products and services.

### Rationale

- Bangladesh is among the five fastest growing economies of the world, with a 7.3% GDP growth projection in FY2019 according to World Bank.
- The projected addressable market size of Bangladesh for Cordlife is at around 300,000 live births a year, which is at least seven times larger than the total live births in Singapore.
- This move allows the Group to capture surging demand for quality healthcare in one of the world's next great growth markets due to the rise of a progressive Middle and Affluent Class ("MAC")

# Financial Highlights

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# 9M2019 Results Summary

REVENUE

**S\$45.2 million**

(1.7%) y-o-y

GROSS PROFIT

**S\$28.5 million**

(0.6%) y-o-y

GP MARGIN

**63.1%**

0.7 pp y-o-y

NET PROFIT

**S\$2.8 million**

+44.7% y-o-y

NET PROFIT MARGIN

**6.1%**

+1.9 pp y-o-y

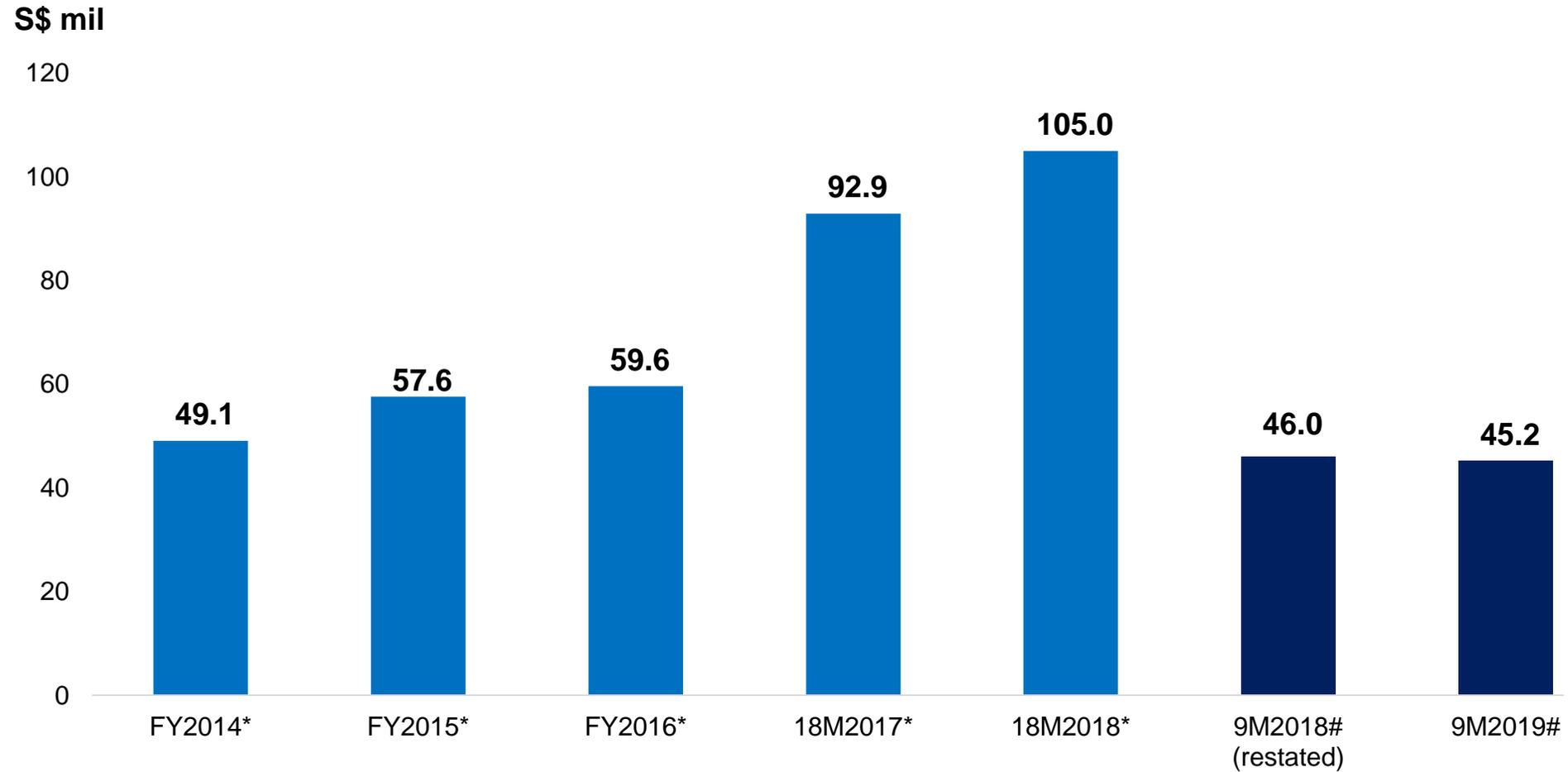
NET CASH<sub>1</sub>

**S\$46.9 million**

+S\$8.2 million from 31 Dec 18

1: Includes cash and cash equivalents, pledged and unpledged fixed deposits and short-term investments less interest-bearing borrowings (current and non-current)

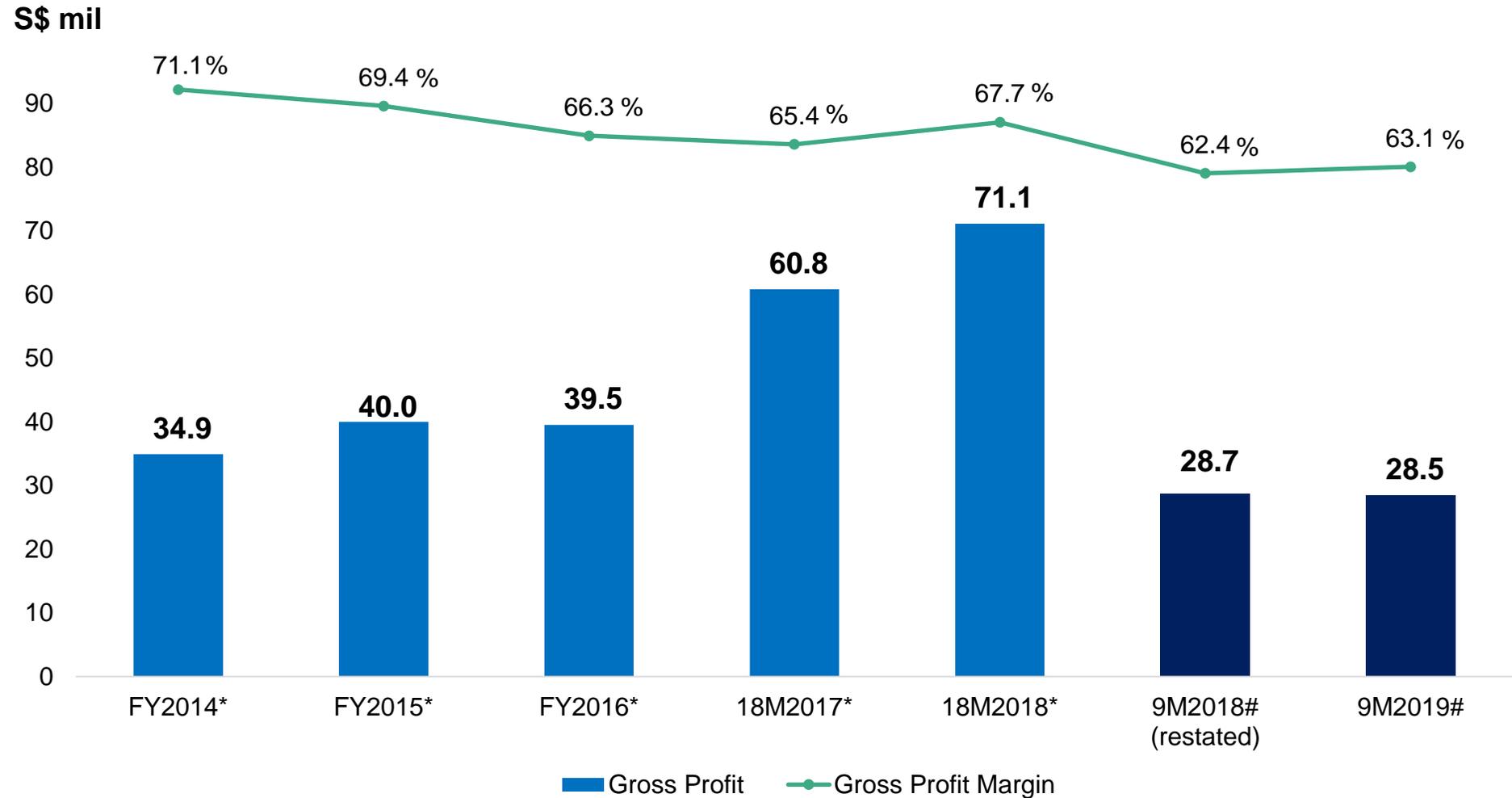
# Financials – Revenue



\* Prepared in accordance with FRS18 – *Revenue*.

# Prepared in accordance with SFRS(I) 15 – *Revenue from Contracts with Customers*.

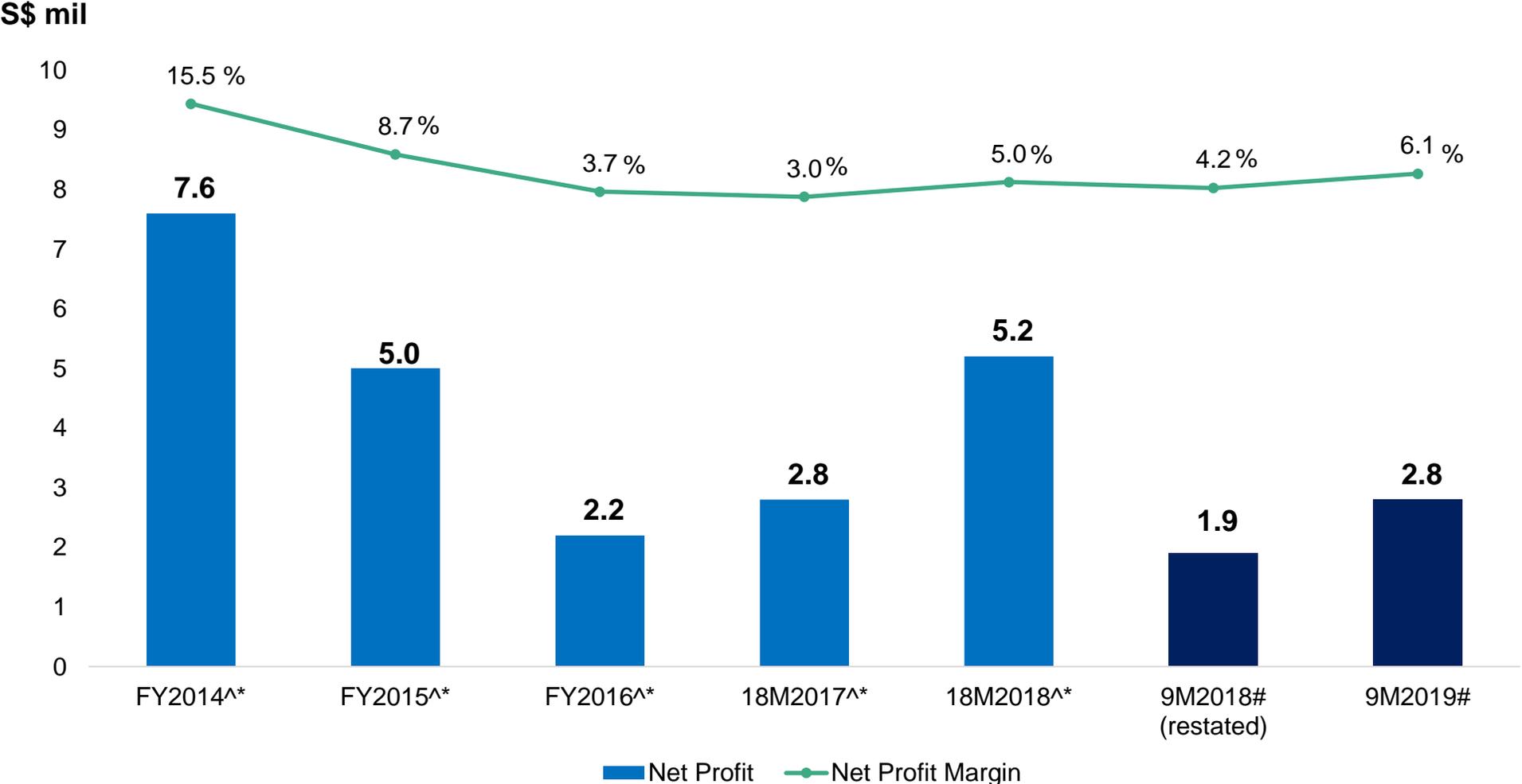
# Financials – Gross Profit



\* Prepared in accordance with FRS18 – Revenue.

# Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

# Financials – Net Profit



<sup>^</sup> Excludes one-off items

\* Prepared in accordance with FRS18 – Revenue.

# Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

# Financials – Balance Sheet

S\$' mil	As at 30 Sep 2019	As at 31 Dec 2018
Net Assets	127.1	124.3
Borrowings	4.4	4.6
Gearing <sub>1</sub> (%)	3.4	3.7
Cash & Cash Equivalents, Fixed Deposits <sub>2</sub> and Short-term Investments	51.2	43.3
Net Asset Value Per Share (SG cents)	50.09	49.06

1: Total Borrowings/Total Equity

2: Includes pledged and unpledged fixed deposits

# Financials – Cash Flow

S\$' mil	As at 30 Sep 2019	As at 30 Sep 2018
Net cash generated from operating activities	8.0	6.3
Net cash used in investing activities	6.2	(11.7)
Net cash used in financing activities	(11.9)	(6.2)
Cash & cash equivalents at end of the financial period	13.1	11.5

# Growth Strategies

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# Growth Strategies

## Organic Growth

- To increase penetration rate/market share
- To increase market depth
- To facilitate development of stem cell ecosystem
- To create new engines of growth

## M&A

- Synergistic with current business
- Earnings accretive
- Targeting Asia

**Thank  
you**

