



Cordlife Group Limited

Shareholders' Dialogue
11 May 2016

Our Mission

We are a **consumer healthcare company** that serves the **needs of the mother and child**. We deliver the highest of quality standards in service and product offerings. We maximise all stakeholders' value by engaging all employees to enable the Company to achieve its fullest potential.



Key Corporate Events (Pre-Listing)



	Cord Blood & Cord Lining	Corporate Developments
2001-2003	<ul style="list-style-type: none"> Received licence to operate in Singapore 	<ul style="list-style-type: none"> Company incorporated in 2001; merged with Cytomatrix LLC in April 2003
2004-2008	<ul style="list-style-type: none"> Entered Hong Kong and China markets in 2005 	<ul style="list-style-type: none"> Holding Company Cygenics Limited was listed on ASX in June 2004 Cygenics Limited was renamed Cordlife Limited in June 2007 In 2008, Golden Meditech (through China Stem Cells (East) Company Limited) became the single largest shareholder of Cordlife – Mr Kam Yuen (Chairman and CEO of Golden Meditech) was appointed as Director and Chairman of Cordlife
2011	<ul style="list-style-type: none"> Launched provision of cord lining banking services in Hong Kong 	<ul style="list-style-type: none"> Cordlife demerged from Cordlife Limited on June 30, 2011 Entered into Rights Of First Refusal (ROFR) agreement to acquire relevant businesses in Indonesia, the Philippines and India
Mar 2012		<ul style="list-style-type: none"> Listed on the Mainboard of SGX; Change in Board composition

Key Corporate Events (Post-Listing)



	Cord Blood & Cord Lining	Diagnostics	Corporate Developments
Oct 2012			Acquired 10.02%* of China Cord Blood Corporation (“CCBC”)
2013	<ul style="list-style-type: none"> Launched cord lining banking services in Singapore and the Philippines Acquired cord blood and cord lining banking businesses and assets in India, Indonesia, Hong Kong and the Philippines 	<ul style="list-style-type: none"> Launched Metascreen in India 	Acquired 19.92% stake in StemLife Berhad (“Stemlife”)
2014	<ul style="list-style-type: none"> Extended strategic alliance and cooperation with Cordlabs Asia Pte. Ltd. and CCBC for the provision of cord lining banking services to certain territories in China Launched cord lining banking services in Malaysia and Indonesia 	<ul style="list-style-type: none"> Launched Metascreen in the Philippines, Hong Kong and Indonesia 	Completed acquisition of CCBC convertible note for US\$44M
2015		<ul style="list-style-type: none"> Launched Eyescreen in Singapore Launched iGene in the Philippines and Indonesia 	Completed disposal of 7,314,015 ordinary shares in CCBC and 7% senior unsecured convertible note to Golden Meditech Holdings Limited
2016	<ul style="list-style-type: none"> Invested in CellResearch Corporation (“CRC”) to enhance umbilical cord lining bank services 	<ul style="list-style-type: none"> Launched iGene in Singapore 	Raised direct stake in Stemlife to 89.88%

*Subsequently decreased to 9.13% due to issuance of restricted share units to selected members of the CCBC management team

Financial Performance

CASH POSITION (PRE VS. POST-LISTING)



<i>(S\$'mil)</i>	30/6/11	30/6/12	30/6/13	30/6/14	30/6/15	31/3/16
Total cash and cash equivalents #	5.3	30.4	23.3	45.4	29.2	139.5
Total debt	(0.8)	(2.6)	(6.2)	(12.9)	(129.3)	(78.2)
Net cash position	4.5	27.8	17.1	32.5	(100.1)	61.3

Total cash and cash equivalents comprise cash at banks and on hand, fixed deposits and short term investments but exclude pledged fixed deposits.

Financial Performance



CORE PROFIT BEFORE INCOME TAX FROM OPERATIONS

(\$'mil)	FY2011	FY2012	FY2013	FY2014	FY2015	9 months 31/3/16
Total revenue #	26.7	30.2	34.7	49.1	57.6	44.0
Cost of sales	(7.4)	(8.7)	(9.4)	(14.2)	(17.6)	(14.9)
Gross profit	19.3	21.5	25.3	34.9	40.0	29.1
Gross profit margin	72.3%	71.2%	72.9%	71.0%	69.5%	66.2%
Other operating income	0.4	0.1	n.m.	1.3	0.8	0.6
Selling and marketing expenses	(5.9)	(6.9)	(7.8)	(12.2)	(17.7)	(13.7)
Administrative expenses	(5.5)	(9.2)	(10.2)	(15.0)	(17.3)	(12.8)
Finance income #	0.1	0.2	0.5	0.3	0.4	0.8
Finance costs	(0.1)	-	(0.1)	(0.2)	(0.2)	(0.2)
Profit before income tax from operations	8.2	5.7	7.8	9.1	6.1	3.8

Interest income relating to non-current trade receivables has been reclassified from finance income to revenue for FY2011 and FY2012 to be consistent with FY2013, FY2014 and FY2015.

n.m. – not meaningful

Figures might not add up due to rounding of numbers

Financial Performance

NON-CORE PROFITS



(\$'mil)	FY2011	FY2012	FY2013	FY2014	FY2015	9 months 31/3/16
Share of results of associate	1.7	2.1	2.8	(2.4)	(0.4)	(0.1)
Gain on disposal of associate	-	-	2.7	-	-	-
Impairment loss on investment in associate	-	-	-	-	(2.6)	-
Negative goodwill on acquisition of associate	-	-	0.1	-	-	-
Fair value gain on investment properties	-	-	1.1	0.1	0.3	-
Fair value changes on financial asset designated at fair value through profit or loss	-	-	-	18.7	10.4	4.5
Fair value changes on derivative	-	-	-	-	12.9	2.5
Gain on transfer from associate to financial asset designated at fair value through profit or loss	-	-	-	6.3	-	-
Exchange differences	-	-	-	-	4.7	6.0

Continued on next slide..

Figures might not add up due to rounding of numbers

Financial Performance

NON-CORE PROFITS



(\$'mil)	FY2011	FY2012	FY2013	FY2014	FY2015	9 months 31/3/16
Gain on sale of shares	-	-	-	-	-	0.2
Gain on sale of convertible note	-	-	-	-	-	5.0
Remeasurement loss on previously held equity interest in subsidiary	-	-	-	-	-	(1.6)
Other expenses	-	-	-	-	-	(1.9)
Finance income	-	-	-	-	6.6	3.8
Finance costs	-	-	-	-	(4.6)	(6.3)
TOTAL NON-CORE PROFIT	1.7	2.1	6.7	22.7	27.3	12.1

Figures might not add up due to rounding of numbers

FY2016 AND BEYOND

WHAT IS NEXT?



Next phase of growth requires leadership:

- to use capital wisely together with good execution and management skills
- that has the technical experience to expand and improve our mother and child products and services offering and grow the core business

CORPORATE TEAM MEMBERS



Tan Poh Lan
Group Chief Operating Officer



Tan Huiying
Director, Diagnostics



Dr. Chiew Yoke Fong
Medical Director



Andrew Ekaputra, PhD
Technical Director



Thet Hnin Yi
Chief Financial Officer



Jamie Woon
Director, Biobanking



Dr. Jennifer Teo
Medical Director



Li Ming Ming, PhD
Deputy Lab Director, Banking



Jonathan Liau
Senior Director, Corp. Devt.



Stella Lee
Director, Org. Devt.



Dr. Arvin C. Faundo
Cord Blood Bank Director



Tang Kin Fai, PhD
Deputy Lab Director, Banking



Lin Aigu, PhD
Deputy Technical Director, Diagnostics

Scientific & Medical Advisors



Dr. Cherie Daly
*Medical Affairs Consultant
Banking*



Tomiko Kuhara, PhD
*Scientific Advisor
Metabolic screening*



Vrushali Joshi, PhD
*Scientific Advisor
Metabolic screening*

BOARD OF DIRECTORS



Dr. Ho Choon Hou

Chairman
Non-Executive Director
First appointed
June 2011



Mr. Ho Sheng

Lead Independent
Director
First appointed
July 2011



Dr. Goh Jin Hian

Independent Director
First appointed
July 2011



**Mr. Joseph Wong
Wai Leung**

Independent Director
First appointed
September 2014



**Mrs. Eileen Tay-
Tan Bee Kiew**

Independent Director
First appointed
September 2014

Newly Appointed (2016):

Group Chief Operating Officer and Executive Director:

Tan Poh Lan

Non-independent and Non-executive Directors:

- (i) Ho Han Siong Christopher
- (ii) Gary Xie Guojun
- (iii) Wang Taiyang
- (iv) Hu Minglie
- (v) Chen Bing Chuen, Albert

M&A of potential
businesses that
are synergistic or
complementary
in nature

Expand mother
& child service
offerings

Our Strategy



THANK YOU!