



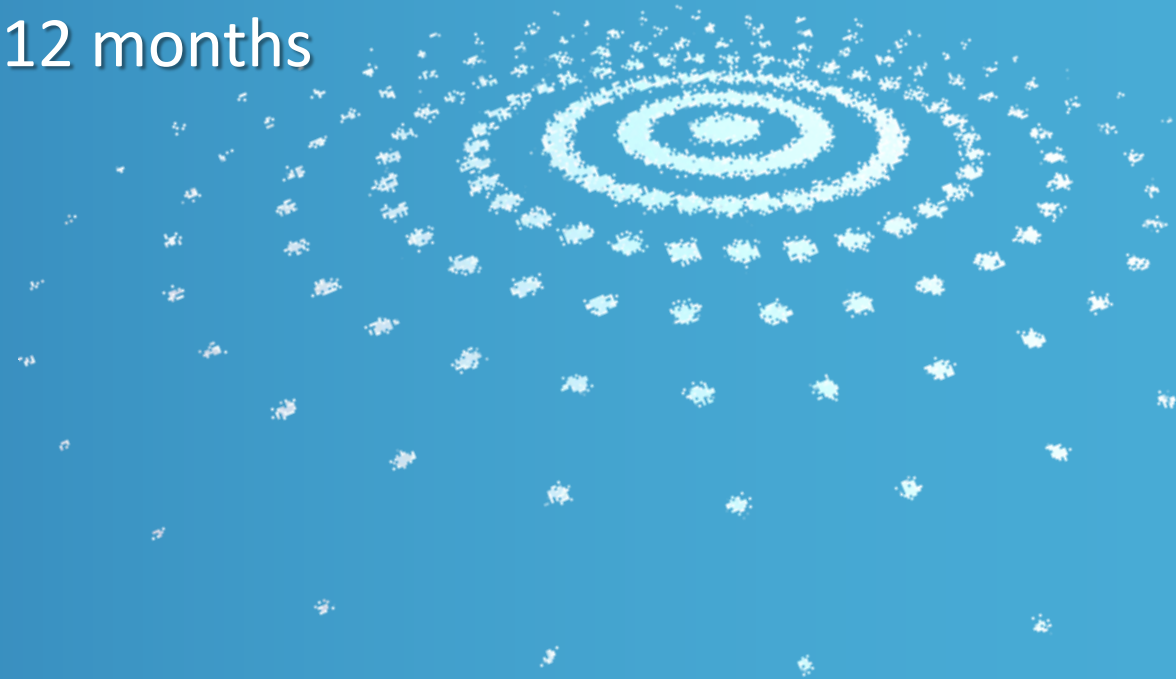
cordlife

POISED FOR GROWTH

CORPORATE PRESENTATION

Agenda

- ❖ Financial highlights for quarter and 12 months ended 30 June 2018
- ❖ Recent corporate developments
- ❖ Growth strategies
- ❖ About Cordlife
- ❖ Q&A





Financial Highlights

(Quarter and 12 months ended 30 June 2018)

Quarter Ended 30 June 2018

REVENUE

S\$17.6 million

+11.1% y-o-y

GROSS PROFIT

S\$11.9 million

+13.1% y-o-y

GP MARGIN

67.7%

+1.1 pt y-o-y

PRE-TAX OPERATING PROFIT

S\$1.0 million

-12.7% y-o-y

NET PROFIT

S\$1.0 million

+51.9% y-o-y

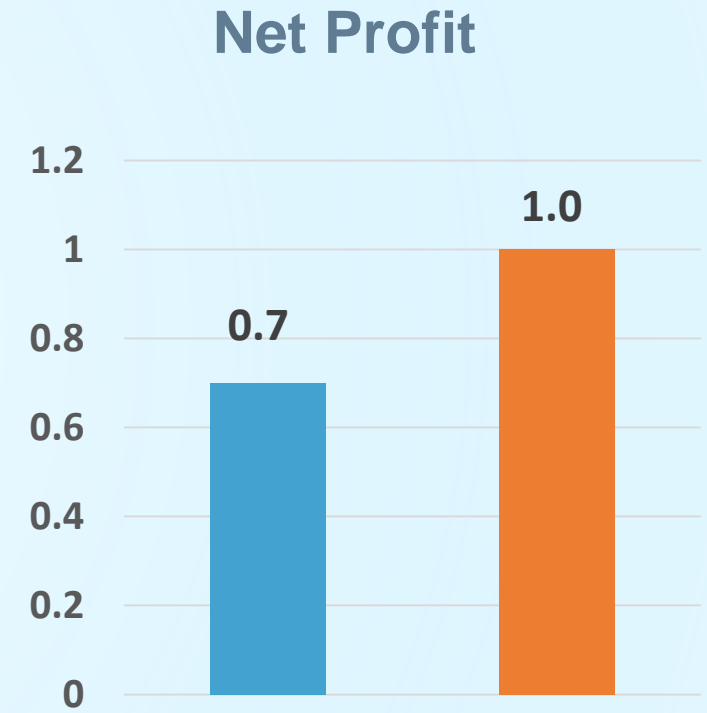
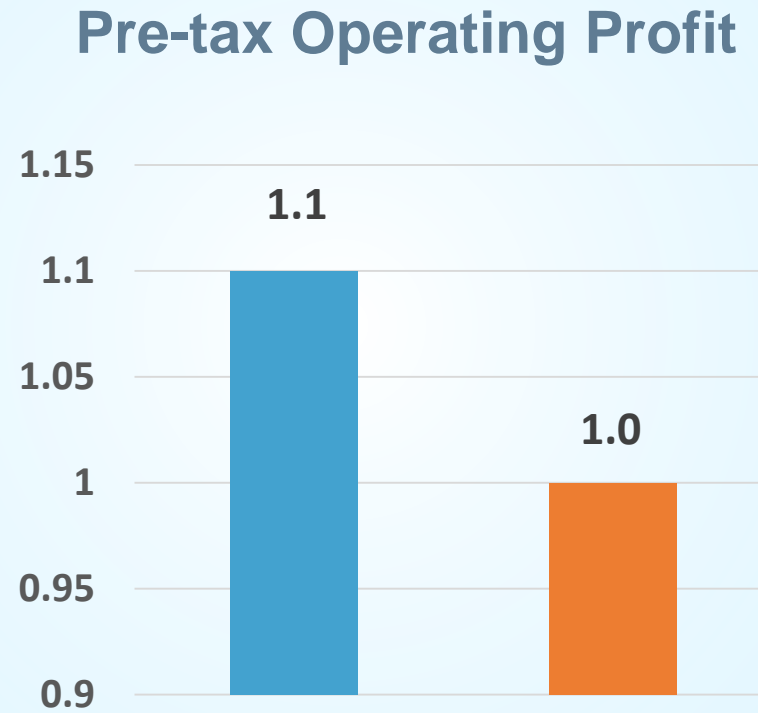
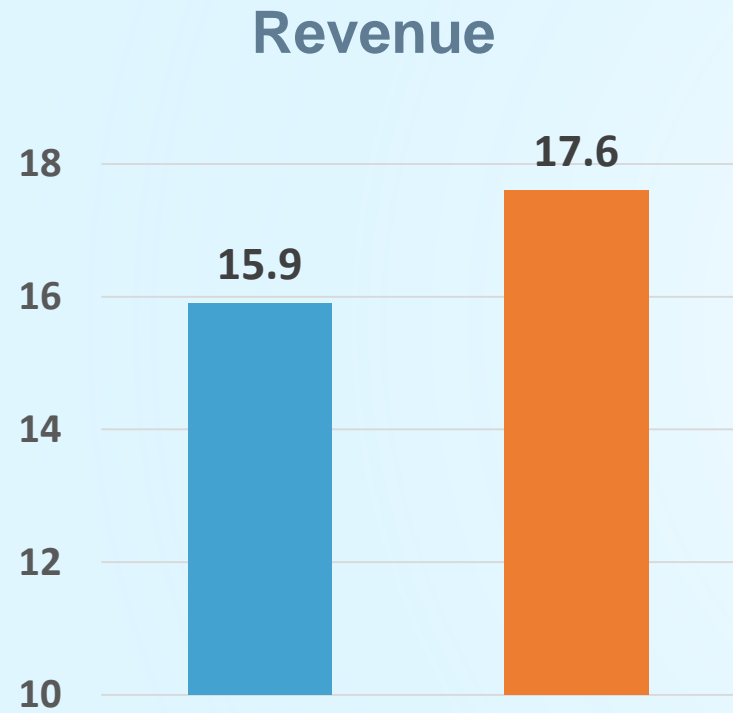
EARNINGS PER SHARE

0.41 cent

+57.7% y-o-y

- Higher revenue due mainly to growth in Singapore market and contributions from Healthbaby
- Total client deliveries of 6,200 vs 6,100 in previous quarter
- Gross profit up but higher admin and selling & marketing expenses, and lower finance income, brought down pre-tax operating profit
- Net profit boosted by higher revenue and lower income tax expense

Quarter Ended 30 June 2018 (SGD Mil)



 Qtr ended 30 June 2018
 Qtr ended 30 June 2017

12 Months Ended 30 June 2018

REVENUE

S\$68.3 million

+13.9% y-o-y

GROSS PROFIT

S\$45.8 million

+17.9% y-o-y

GP MARGIN

67.0%

+2.2 pt y-o-y

PRE-TAX OPERATING PROFIT

S\$4.2 million

+94.4% y-o-y

NET PROFIT

S\$3.2 million

vs S\$2.6m loss year earlier

EARNINGS PER SHARE

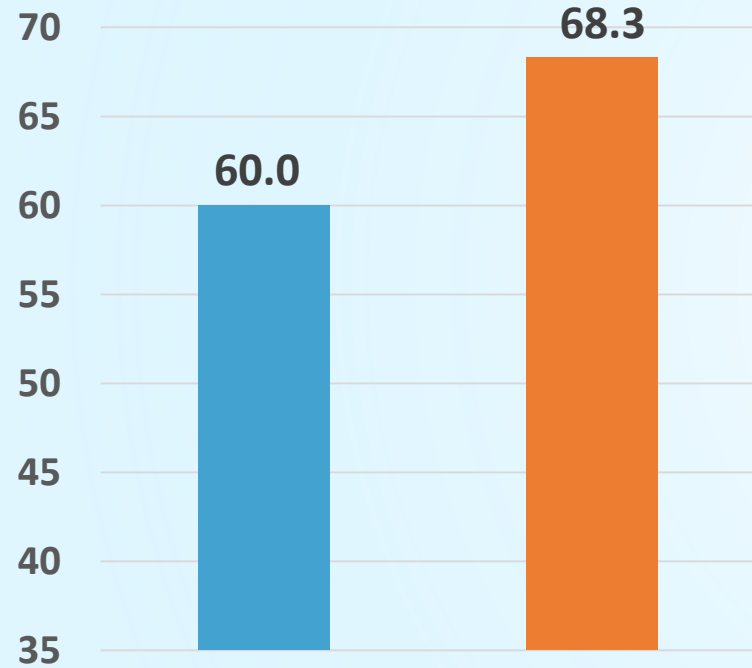
1.29 cents

vs 0.99 cent loss year earlier

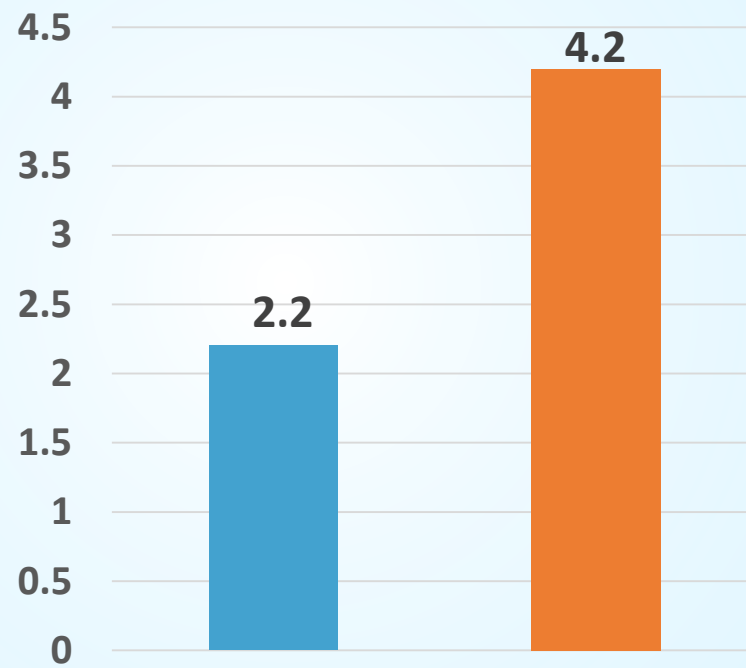
- Revenue increase driven by growth in Singapore, India, Philippines and contributions from Healthbaby
- Total client deliveries of 25,800 vs 25,200 in 12M2017
- Pre-tax operating profit highest since FY ended 30 June 2015
- Net profit of S\$3.2 million due to higher revenue and absence of non-operating finance costs related to redemption of a debt security (S\$68.3m fixed-rate note redeemed in December 2016)

12M2018 Highlights (SGD Mil)

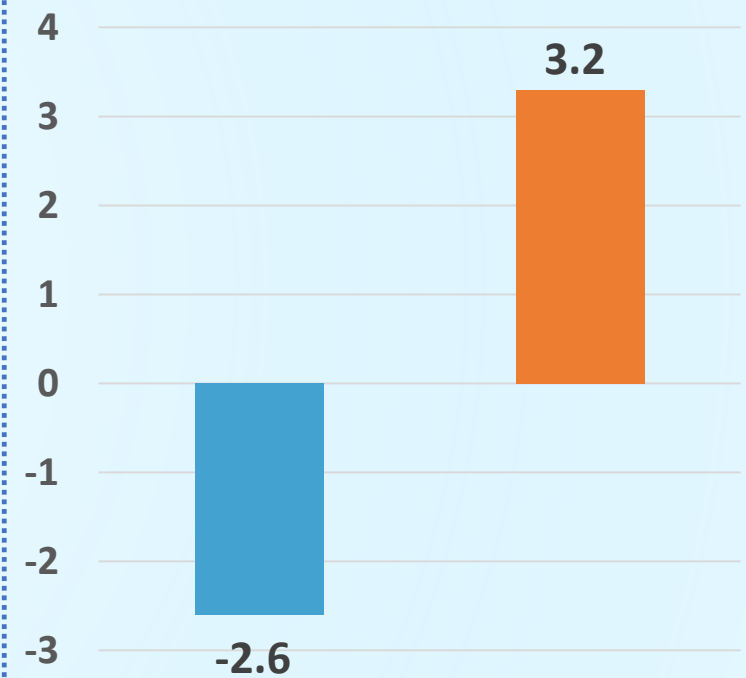
Revenue





Pre-tax Operating Profit

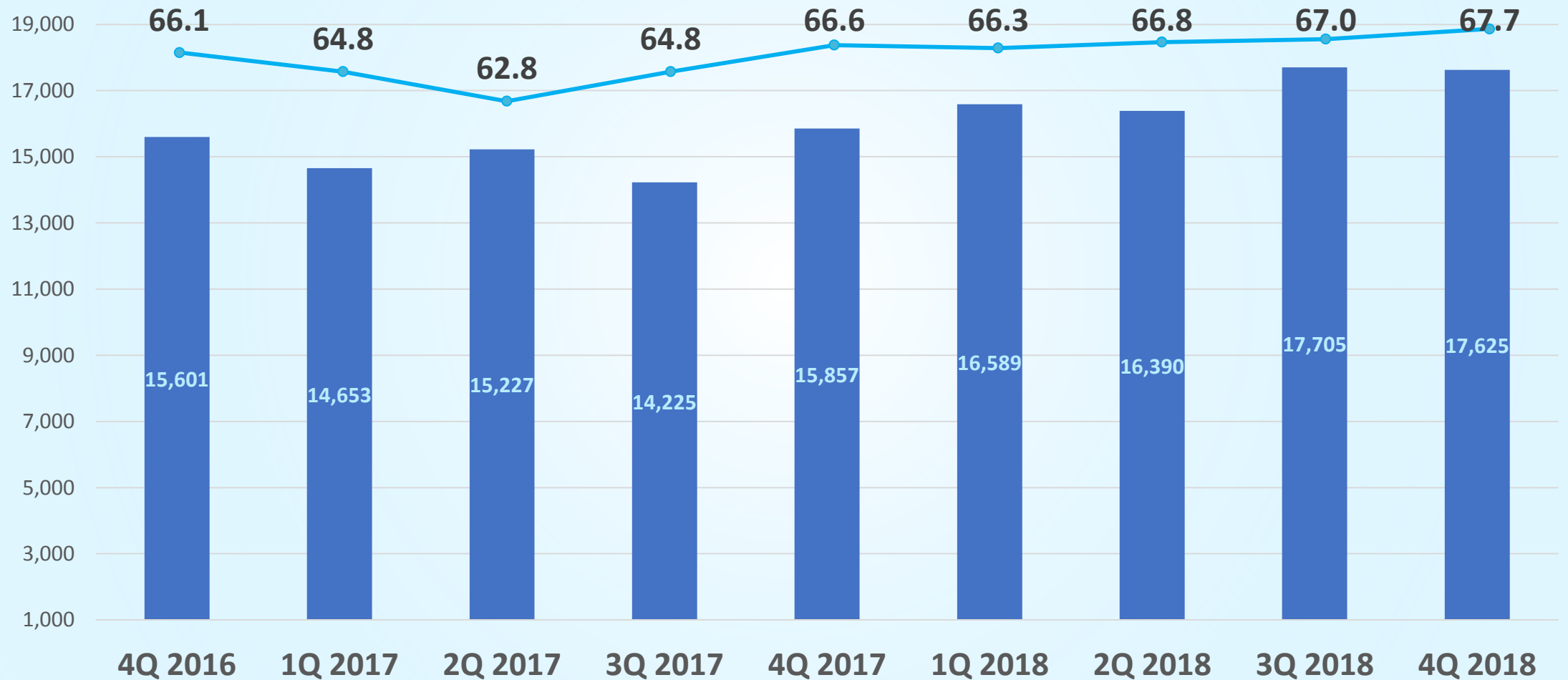


Net Profit



 12 mths ended 30 June 2018
 12 mths ended 30 June 2017

Quarterly Revenue (S\$'000) & Gross Profit Margin (%)



Quarterly Pre-tax Operating Profit (S\$'000)



Balance Sheet

S\$' mil	As at 30 June 2018	As at 30 June 2017
Net Assets	121.5	125.3
Borrowings	5.4	8.7
Equity	121.5	125.3
Gearing (%)	4.5	7.0
Cash & Cash Equivalents (incl. fixed deposits and short-term investments)	44.6	60.6
Net Asset Value Per Share (SG cents)	48.07	48.31

Dividends



12M2018: Interim dividend of **0.8** Singapore cents a share proposed



FY2017: Final dividend of **0.5** Singapore cent a share



FY2016: Special interim dividend of **13** Singapore cents a share

Stock Data

	As at 15 Aug 2018 (noon)
Price per share (S\$)	0.60
Market Cap (S\$ million)	151.6
Shares Issued (million)	252.7
P/E Ratio	46.5
Dividend Yield (%)	1.3
Free Float (%)	34.37%

Shareholding Structure

Entity	Stake (%)
Sanpower Group Corporation	30.62
Kunlum Investment Holdings Limited	21.98
FIL Limited	6.41
Robust Plan Limited	6.30



Recent Corporate Developments

Recent Corporate Developments

1 August 2018

Cordlife's South Korea Partner EDGC receives CAP (College of American Pathologists) accreditation

Eone-Diagnomics Genome Center started marketing its proprietary non-invasive prenatal test in Indonesia and the Philippines in December 2018 through a tie-up with Cordlife

17 May 2018

Launch of PlumCare™ DNA Advisor in the Philippines

PlumCare™ DNA Advisor detects and manages genetic mutations associated with hereditary conditions like certain cancers and heart diseases

Philippines is the second country in Asia after Singapore to offer this service



Recent Corporate Developments

6 April 2018

Launch of PlumCare™ DNA Advisor in Singapore

Singapore will be springboard for Cordlife to market this service throughout Asia to further expand its diagnostics business

31 March 2018

Board leadership change

Mr Ho Sheng steps down as Chairman of the Board due to health reasons. Dr Goh Jin Hian becomes new Chairman from 1st April 2018



Recent Corporate Developments

26 February 2018

Partnership with US-based PlumCare LLC

Cordlife to launch genetic testing service PlumCare™ DNA Advisor in Asia

12 February 2018

New CEO

Michael Weiss named new Group CEO

GROWTH STRATEGIES



New Cordlife – Mobilizing Our Biggest Resources

Cordlife's greatest strengths have yet to be tapped. New Cordlife is making this a top priority

Installed Client Base

- ✓ Over 200,000 families, well over half a million people, more than 10% of Singapore's population
- ✓ Razor and razor blade opportunity through membership, more services and utilization of big data
- ✓ New Cordlife will leverage this pool of potential demand for repeat business

Our People

- ✓ Foot soldiers on the ground throughout South and Southeast Asia
- ✓ Preferred partner for anyone looking to tap the large and lucrative markets where New Cordlife operates

New Cordlife – Our Strategy

Deepen & Diversify
Revenue

- ✓ Deepening – Deepen penetration in emerging markets such as India, Philippines, Indonesia where penetration rates remain low
- ✓ Diversifying – continue to expand diagnostics platform, always seeking synergies with cord blood banking

Accelerate Growth
thru M&A

- ✓ Judiciously use M&A to accelerate growth. Buy where organic growth has a long time horizon and lower returns
- ✓ Commercial angle to drive M&A dialogues. “Plug and Play” preferred.
- ✓ Strong experienced team

China, China, China

- ✓ Leverage connections in China
- ✓ Healthcare is a magnet for capital: high potential returns, politically welcomed
- ✓ Singapore brand highly valued for quality and integrity
- ✓ “One Belt, One Road”

Industry Outlook

*Statistics Market Research Consulting
+Grand View Research

TRADITIONAL VIEW

Asia-Pacific will be the world's fastest-growing region for cord blood banking between 2015 and 2022, during which the global cord blood banking services market is expected to grow from US\$12.50 billion to US\$19.32 billion.*

Countries across Asia are stepping up efforts to boost birth rates, leading to growing awareness of the benefits of cord blood banking and other pre-emptive healthcare services.

Global DNA testing market is estimated to reach US\$10.04 billion by 2020, with high growth in Asia due to developments in healthcare infrastructure and large populations facing chronic and acute conditions.+

ADDITIONAL ANGLE TO CONSIDER

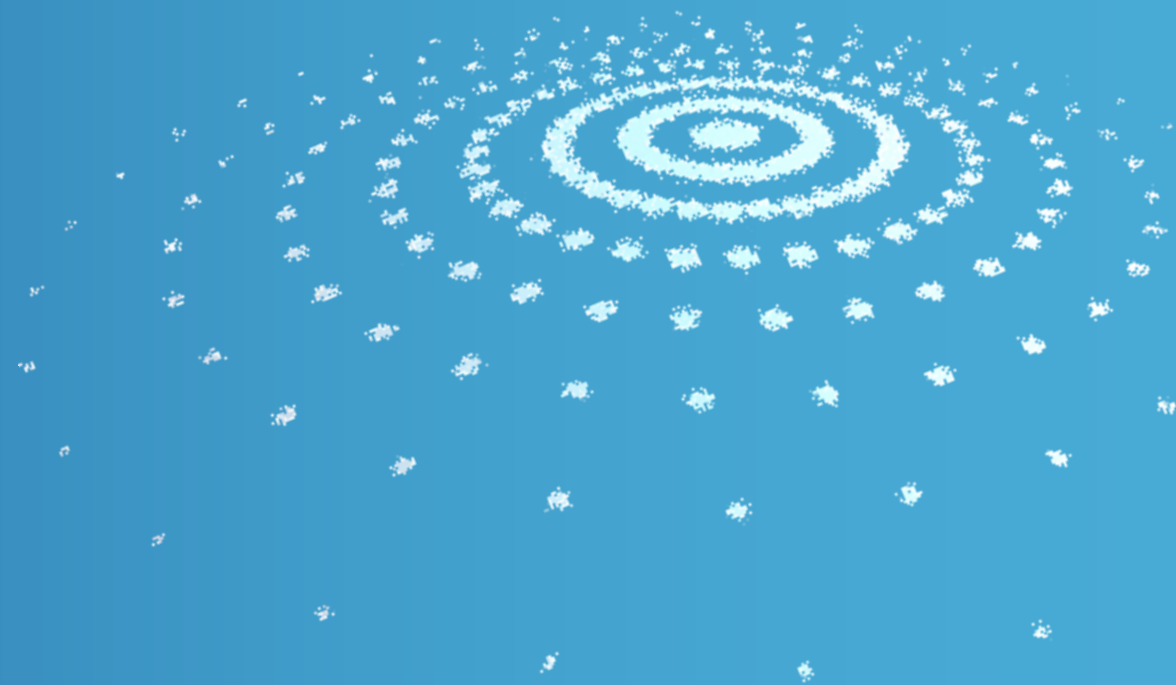
In gauging the future of medical science development, follow the money. Cellular immunotherapy is where the action is for medical science today.

- Gilead US\$11.9 billion for KITE Pharma
- Celgene US\$9 billion for JUNO
- Sanpower US\$820 million for Dendreon

Just three deals in less than two years to put over US\$20 billion of investment into the area of using a patient's own cells to potentially cure or mitigate his/her most nettlesome ailments. Developments like these bode well for companies involved in stem cell collection and cryopreservation.

Cordlife Group

About Us





A consumer healthcare company dedicated to safeguarding the wellbeing of the family in Asia.

Since inception in 2001, Cordlife has been a pioneer in the cord blood banking industry in Asia, where it operates the largest network of private cord blood banks.

Full adherence to highest industry standards with accreditations from leading industry bodies.

Besides stem cell banking, Cordlife offers a suite of non-invasive diagnostics services.



Our Reach



- Cordlife's Headquarters
- Cordlife's Subsidiaries
- Cordlife's Associate
- Cordlife's Sub-licensing Partner
- Cordlife's Marketing Agents

Operates in Singapore, Hong Kong/Macau, India, Indonesia, Philippines, Malaysia, Vietnam and Myanmar.

Largest market share among private cord blood banks in Singapore, Hong Kong, Philippines and Indonesia. Among Top 3 in Malaysia and India.

Our Market Share

	Singapore	Hong Kong	India	Philippines	Indonesia	Malaysia
1.	Cordlife	Cordlife	Lifecell	Cordlife	Cordlife	Cryocord
2.	StemCord	Cryolife	CryoBanks	Stemcord	Babybanks	Cordlife
3.	Cryoviva	Prostemcell	Cordlife	Globetek	Stemcord	Cellsafe
Total # of Companies	3	4	11	3	5	3

Our Services

Cord Blood Banking



Collection of umbilical cord blood immediately after birth for testing, processing, cryopreservation and storage.

Cord blood contains haematopoietic stem cells, which replenish blood and regenerate the immune system.

Cord blood proven to be effective substitute for bone marrow and can be used to support treatment of more than 85 diseases, including leukaemia, lymphoma & neuroblastoma.

Stem cells from cord blood are not only a perfect match for the baby but can also be used by siblings.



Our Services

Cord Lining & Cord Tissue Banking

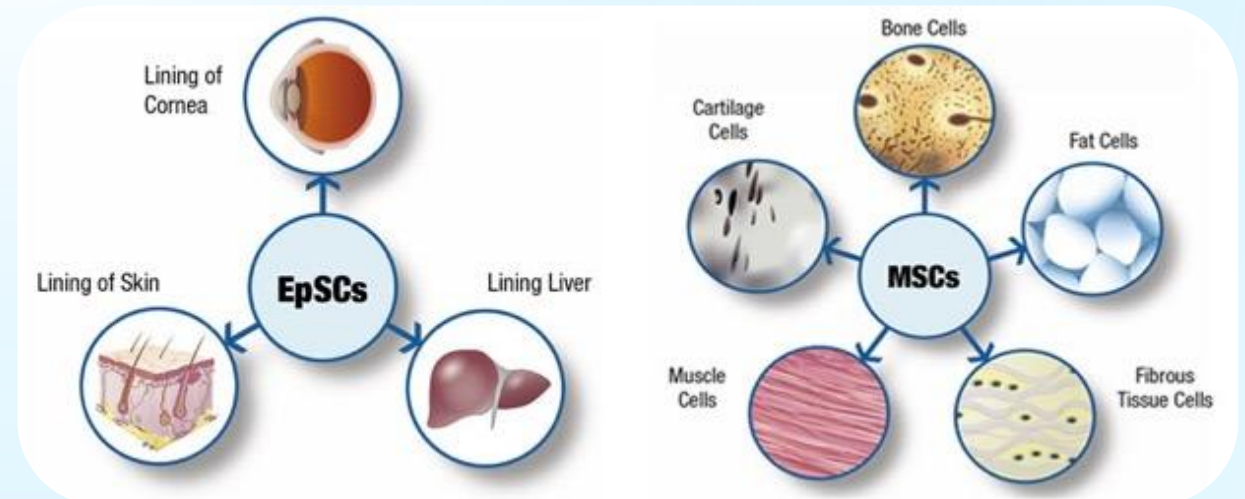


Cord lining: Sheet-like membrane that protects Wharton's jelly (cord tissue), umbilical arteries and umbilical vein, all of which are found in the umbilical cord.

Wharton's jelly contains Mesenchymal stem cells while cord lining contains Epithelial stem cells: Both types of cells are currently being evaluated in more than 650 clinical trials worldwide to treat conditions such as heart disease, stroke, spinal cord injury, corneal repair.

Cord lining banking is a patented technology.

Cord tissue banking is a lower-cost alternative to cord lining banking.





Our Services Diagnostics

Non-Invasive Prenatal Testing (NIPT)



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

Metascreen: Non-invasive Urine Based Metabolic Screening



- Catered for newborns, Metascreen detects as many as 106 metabolic disorders
- Non-invasive and advanced technology testing on urine specimens

Eyescreen: 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

Genscreen: Non-invasive Saliva Based Genetic Screening



- Genscreen sequences approximately 20,000 genes
- Triangulate testing for your spouse, biological children and yourself

Our Commitment to Quality



CORDLIFE SINGAPORE

- AABB accreditation since 2005 (reaccreditation in 2008, 2009, 2011, 2013, 2015 and 2018)
- Ministry of Health license since 2002 (audits once every 2 years)
- Good Distribution Practice for Medical Devices since 2010
- FACT NetCord accreditation since 2015



CORDLIFE INDIA

- AABB accreditation
- ISO 9001:2008 certification
- Drug Controller General India license
- The College of American Pathologists (CAP) accreditation



CORDLIFE HONG KONG

- AABB accreditation
- ISO 9001:2008 certification



HONG KONG SCREENING CENTRE LIMITED

- CAP accreditation



HEALTHBABY

- AABB accreditation
- CAP accreditation
- HOKLAS accreditation



STEMLIFE MALAYSIA

- Ministry of Health license
- ISO 15189 certification
- AABB accreditation



CORDLIFE PHILIPPINES

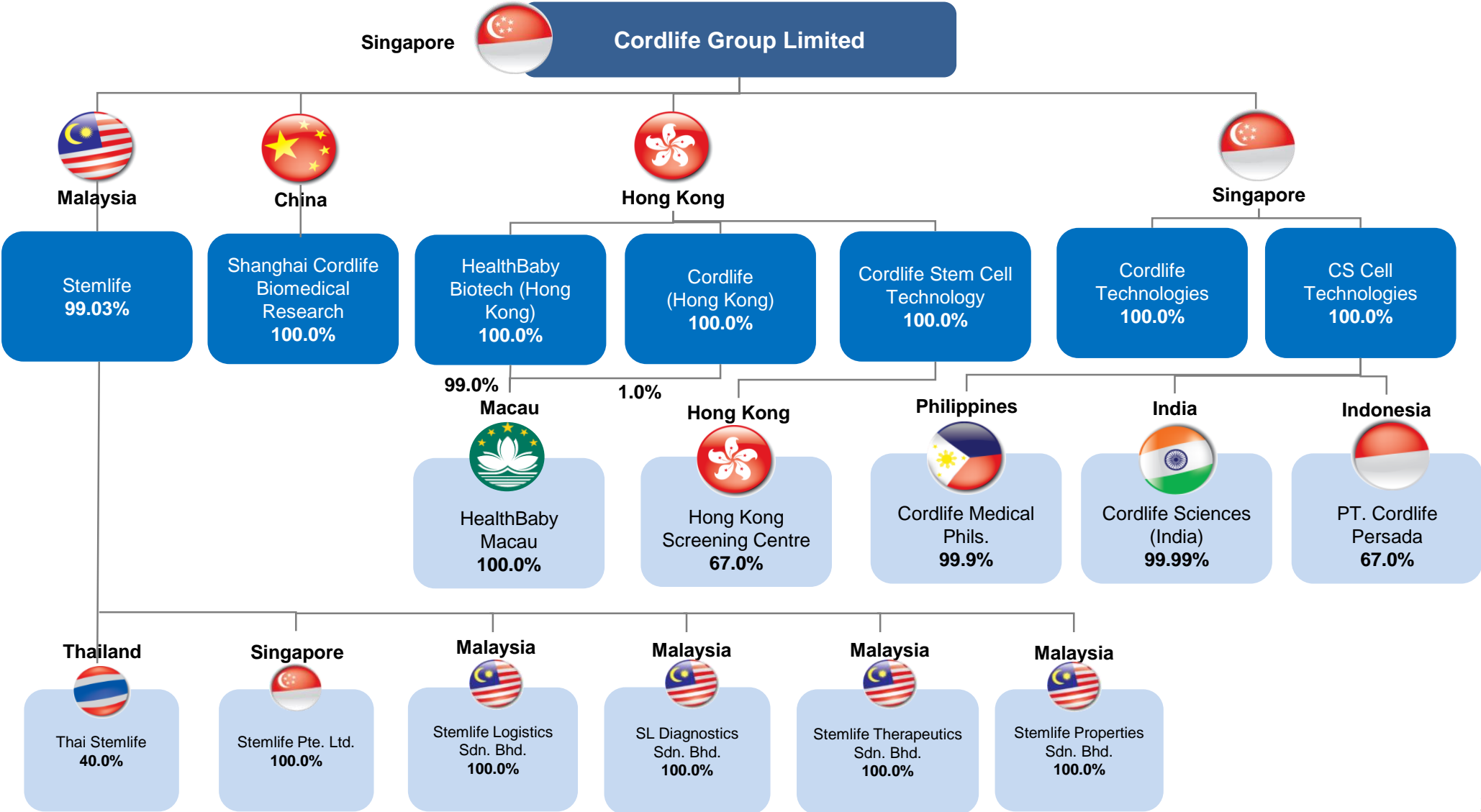
- ISO 9001:2008 certification
- Dept. of Health Registration
- AABB accreditation



CORDLIFE INDONESIA

- ISO 9001:2008 certification
- Ministry of Health license

Our Group Structure



Our Team

SENIOR MANAGEMENT



Michael Weiss
*Executive Director &
Group CEO*



Choo Boon Yong
*Group Chief
Financial Officer*



Tan Poh Lan
*Group Chief
Operating Officer*



Jamie Woon
*Group Director,
Brand Devt. &
Innovation*



Thet Hnin Yi
*Group Finance
Director*



Stella Lee
*Group Director,
Org. Devt.*



Tan Huiying
*Group Director,
Quality & Ops.*

MEDICAL & TECHNICAL TEAM



Dr. Chiew Yoke Fong
Medical Director



Li Ming Ming, PhD
*Deputy Lab Director,
Group Lab Operations*



Dr. Jennifer Teo
Medical Director



Tang Kin Fai, PhD
*Deputy Lab Director,
Group Lab Operations*



Dr. Arvin C. Faundo
*Cord Blood Bank
Director, MD*



Daniel Lim, PhD
*Deputy Technical
Director, Innovation*

SCIENTIFIC & MEDICAL ADVISORS



Dr. Inez Wong
*Medical Advisor
Paediatric
Ophthalmologist*



Tomiko Kuhara, PhD
*Scientific Advisor
Metabolic screening*



Vrushali Joshi, PhD
*Scientific Advisor
Metabolic screening*

Senior Management



Michael Weiss
Group CEO

Appointed Group CEO in February 2018

Over 20 years of experience in finance and investment in North America and Asia

Former Partner and MD at private equity firm Sailing Capital, China's largest RMB overseas investment fund

Former MD of Morgan Stanley's China mergers advisory unit

Former investment banker at Credit Suisse and Citigroup

Fluent in Mandarin Chinese



Tan Poh Lan
Group COO

Appointed Group COO in April 2016

30 years of experience in private and public healthcare sectors

Former CEO of Fortis Healthcare Singapore

Former CEO of Gleneagles Hospital Singapore

Former CEO of Vinmec International Hospital in Hanoi, Vietnam and Parkway East Hospital



Choo Boon Yong
Group CFO

Appointed Group CFO in February 2017

Over 25 years of experience in corporate finance, accounting, tax, transaction structuring, legal documentation and business development across multiple industries

Former CFO of Seksun Group

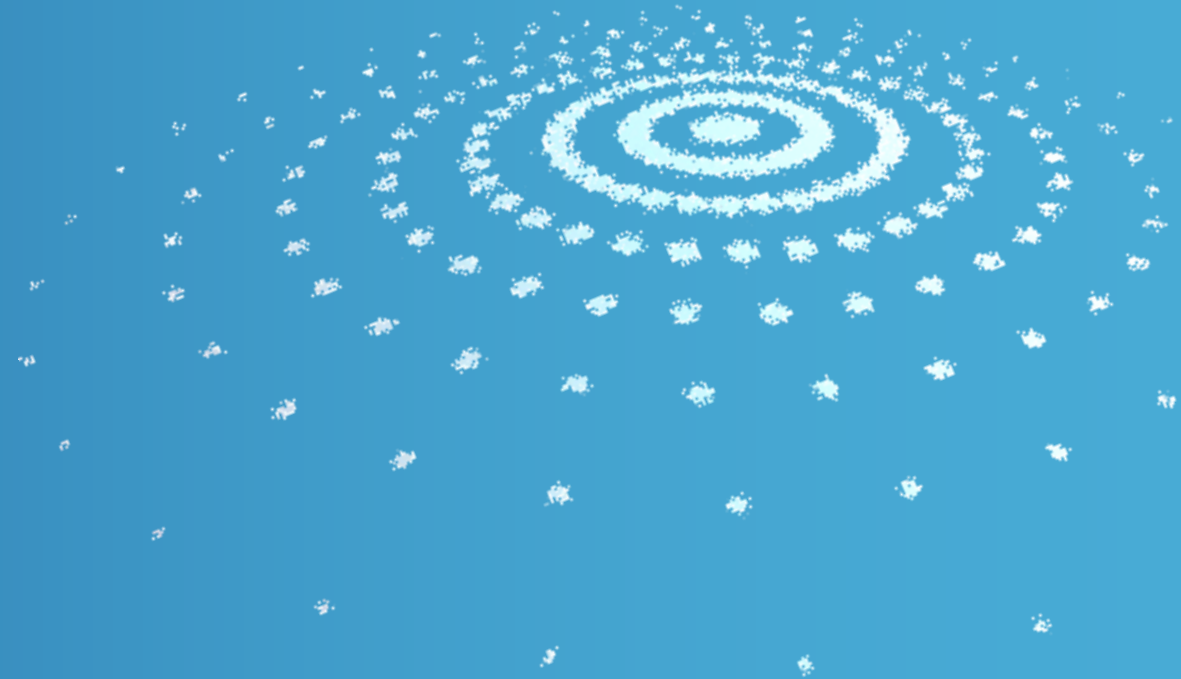
Former Executive Director of Power HF Group

Former head of M&As at Ernst & Young Shanghai

Former associate director at Temasek Holdings

Former audit senior at KPMG Singapore

Q&A





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THANK YOU!