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About Cordlife
Our Reach

Our Market Share

<table>
<thead>
<tr>
<th>Country</th>
<th>1.</th>
<th>2.</th>
<th>3.</th>
<th>Total # of Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>Cordlife</td>
<td>StemCord</td>
<td>Cryoviva</td>
<td>3</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>Cordlife</td>
<td>Cryolife</td>
<td>Prostemcell</td>
<td>4</td>
</tr>
<tr>
<td>India</td>
<td>Lifecell</td>
<td>CryoBanks</td>
<td>Cordlife</td>
<td>11</td>
</tr>
<tr>
<td>Philippines</td>
<td>Cordlife</td>
<td>Stemcord</td>
<td>Globelink</td>
<td>3</td>
</tr>
<tr>
<td>Indonesia</td>
<td>Cordlife</td>
<td>Babybanks</td>
<td>Stemcord</td>
<td>5</td>
</tr>
<tr>
<td>Malaysia</td>
<td>Cordlife</td>
<td></td>
<td>Cellsafe</td>
<td>3</td>
</tr>
</tbody>
</table>

Banking Services:
- Cord Blood
- Cord Lining
- Cord Tissue

Diagnostics Services:
- Metascreen
- Non-Invasive Prenatal Testing
- Genetics Test
Recent Corporate Developments
Recent Corporate Developments

February 2019
New CEO
Tan Poh Lan named as new Group CEO.

January 2019
CEO on sabbatical leave
Michael Weiss started sabbatical leave to attend to personal matters. Tan Poh Lan and the rest of the management team assumed his duties and oversaw the operations of the Group.
Recent Corporate Developments

November 2018

Emergence of new controlling shareholder
Full Day Limited and Sincere View International Limited, both controlled by HK businessman Hon Kwok Lung, become shareholders in Cordlife with a combined 21.55% stake acquired from Kunlum Investment Holding Limited

Cordlife’s South Korea Partner EDGC holds soft launch of NICE NIPT in Singapore
Eone-Diagnomics Genome Center rolls out proprietary non-invasive prenatal test to Singapore through tie-up with Cordlife

September - October 2018

Continuing medical education in Vietnam and Myanmar
Cordlife holds medical conferences to raise awareness of cord blood in Vietnam and Myanmar in September and October, respectively; will hold second Myanmar event in December 2018
Recent Corporate Developments

**August 2018**
EDGC receives CAP (College of American Pathologists) accreditation
EDGC started marketing its proprietary non-invasive prenatal test in Indonesia and the Philippines in December 2017 through a tie-up with Cordlife

**June 2018**
Change of financial year-end
Cordlife’s financial year to end on 31 December instead of 30 June to align with financial year of its controlling shareholder
Current financial year (FY2018), which started on 1 July 2017, will end on 31 December 2018
Financial Highlights
18 Months ended 31 December 2018
## 18 Months Ended 31 December 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>S$105.0 million</td>
<td>+13.0% y-o-y</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>S$71.1 million</td>
<td>+16.9% y-o-y</td>
</tr>
<tr>
<td><strong>GP Margin</strong></td>
<td>67.7%</td>
<td>+2.3 pt y-o-y</td>
</tr>
<tr>
<td><strong>Pre-Tax Operating Profit</strong></td>
<td>S$7.9 million</td>
<td>86.6% y-o-y</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>S$5.5 million</td>
<td>n.m</td>
</tr>
<tr>
<td><strong>Earnings Per Share</strong></td>
<td>2.18 cent</td>
<td>n.m</td>
</tr>
</tbody>
</table>

- Revenue up: 1) increase in deliveries* in Singapore and India; 2) lower discounts in India and sale of higher value plans in Singapore; 3) contributions from Healthbaby
- Total client deliveries of 39,800 vs 38,300

* Cord blood and cord tissue banking contracts of the same newborn are accounted for as two deliveries.
18 Months Ended 31 December 2018

Revenue (S$ Mil)
- 18 mths ended 31 December 2018: 105.0
- 18 mths ended 31 December 2017: 92.9

Pre-tax Operating Profit (S$ Mil)
- 18 mths ended 31 December 2018: 7.9
- 18 mths ended 31 December 2017: 4.2

Net Profit (S$ Mil)
- 18 mths ended 31 December 2018: 5.5
- 18 mths ended 31 December 2017: (1.3)
Quarterly Revenue (S$’000) & Gross Profit Margin (%)
Quarterly Pre-tax Operating Profit (S$’000)
## Balance Sheet

<table>
<thead>
<tr>
<th>S$’ mil</th>
<th>As at 31 Dec 2018</th>
<th>As at 30 Jun 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets</td>
<td>121.3</td>
<td>125.3</td>
</tr>
<tr>
<td>Borrowings</td>
<td>4.6</td>
<td>8.7</td>
</tr>
<tr>
<td>Equity</td>
<td>121.3</td>
<td>125.3</td>
</tr>
<tr>
<td>Gearing (%)</td>
<td>3.8</td>
<td>7.0</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>43.3</td>
<td>60.6</td>
</tr>
<tr>
<td>(incl. fixed deposits and short-term investments)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Asset Value Per Share (SG cents)</td>
<td>47.90</td>
<td>48.31</td>
</tr>
</tbody>
</table>
18M2018: Final dividend of 0.4 Singapore cents a share proposed
Interim dividend of 0.8 Singapore cents a share

FY2017: Final dividend of 0.5 Singapore cent a share

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

<table>
<thead>
<tr>
<th></th>
<th>As at 8 Mar 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price per share (S$)</td>
<td>0.405</td>
</tr>
<tr>
<td>Market Cap (S$ million)</td>
<td>102.6</td>
</tr>
<tr>
<td>Shares Issued (million)</td>
<td>253.3</td>
</tr>
<tr>
<td>P/E Ratio</td>
<td>18.6^</td>
</tr>
<tr>
<td>Dividend Yield (%)</td>
<td>2.96</td>
</tr>
<tr>
<td>Free Float (%)</td>
<td>34.87%</td>
</tr>
</tbody>
</table>

^ Based on diluted EPS for 18 months ended 31 December 2018

**Shareholding Structure**

<table>
<thead>
<tr>
<th>Entity</th>
<th>Stake (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanpower Group Corporation</td>
<td>30.55</td>
</tr>
<tr>
<td>Full Day Limited, Sincere View International Ltd *</td>
<td>21.55</td>
</tr>
<tr>
<td>FIL Limited</td>
<td>6.40</td>
</tr>
<tr>
<td>Robust Plan Limited</td>
<td>6.28</td>
</tr>
</tbody>
</table>

**Free Float: 34.87%**

* Full Day Limited and Sincere View International are owned by HK businessman Hon Kwok Lung
GROWTH STRATEGIES & OUTLOOK
New Cordlife – Mobilizing Our Biggest Resources

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

- 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

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
New Cordlife – Our Strategy

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

Installed Client Base

Accelerate Growth thru M&A

China
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