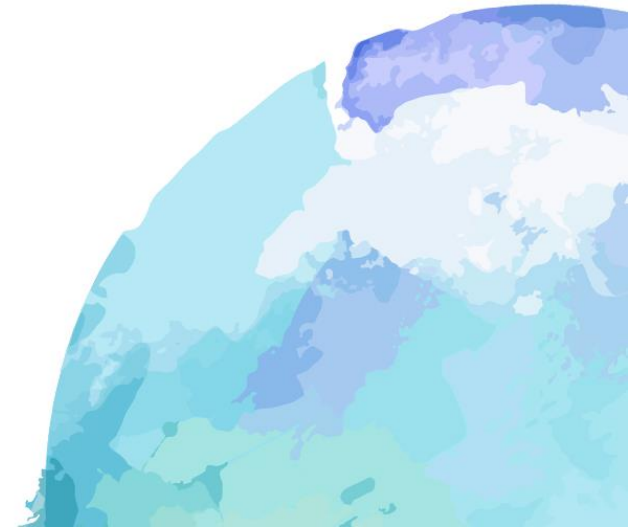


18
Years of Quality
Cord Blood Banking And More...



Annual General Meeting

26 April 2019



Subsidiary of Cordlife Group Limited. A Singapore Exchange Mainboard Listed Company.



Singapore | Hong Kong | India | Indonesia | Malaysia | Myanmar | Philippines | Myanmar | Vietnam | Thailand

Content

- 1 Business Overview
- 2 Corporate Developments
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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 CRC.

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)



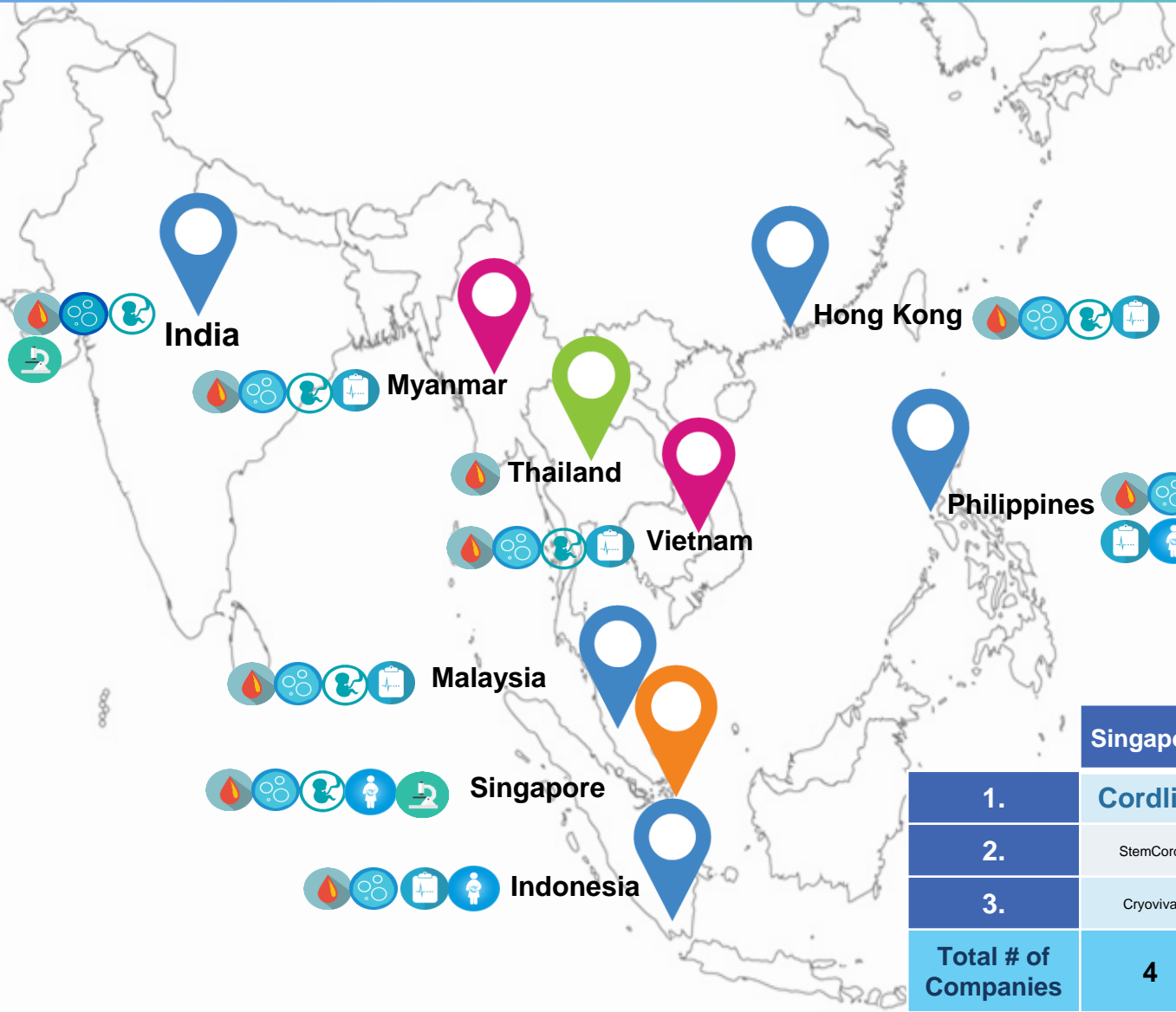
- Catered for expectant women in their 1st trimester
- Analyses cell free foetal DNA in mother's blood to detect foetal chromosomal abnormalities using whole genome sequencing

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

Business Overview



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

Banking Services

-  Cord Blood
-  Cord Lining
-  Cord Tissue

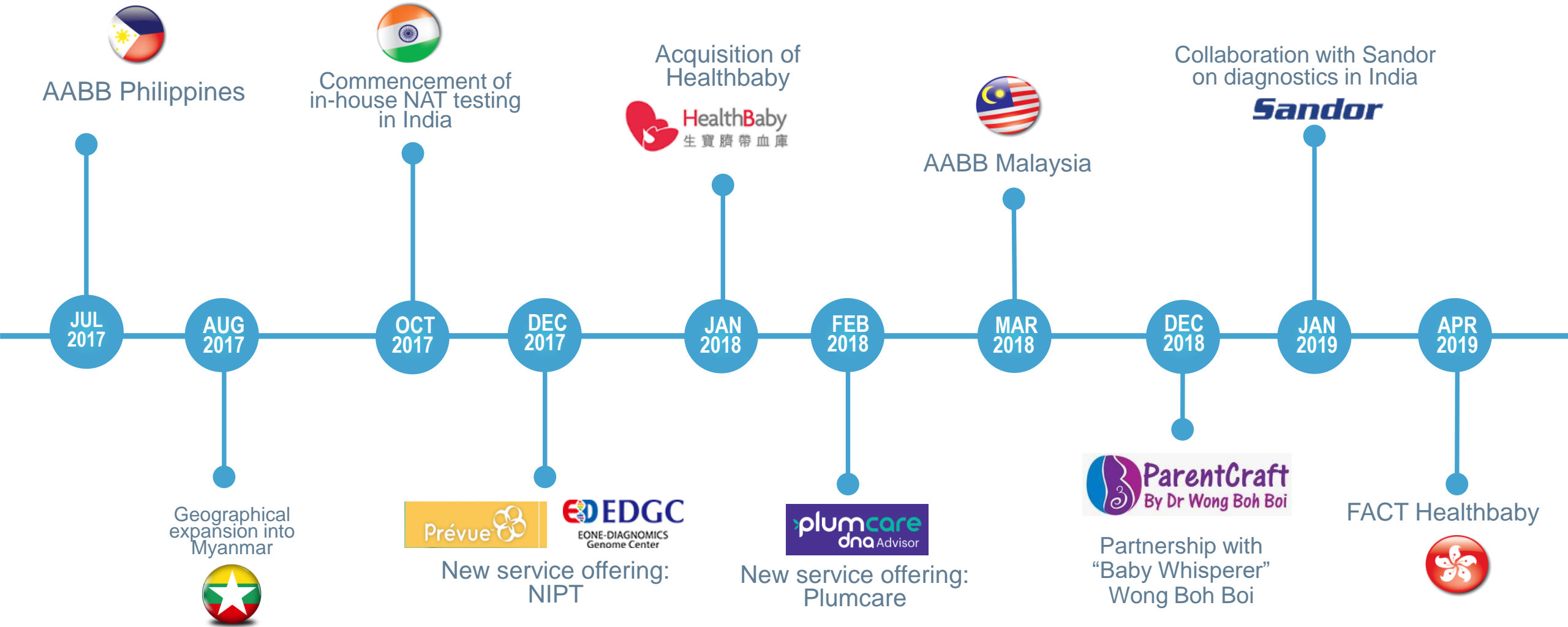
Diagnostics Services

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

Our Market Ranking

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

Corporate Milestones



Corporate Developments

Acquisition of Healthbaby in Hong Kong

- **Leading private cord blood bank in Hong Kong**
- Purchase consideration: Cash payment of about US\$7.0 mil after adjusting for US\$2.5 mil in Healthbaby's cash and bank loans that will remain in place
- Achieved **dual-accreditation status** (AABB and FACT)
- Launched newborn metabolic screening in May 2018

Efforts in generating greater synergy and economies of scale between Cordlife Hong Kong and Healthbaby:

- Housing employees of both brands in the same office
- Rightsizing the Hong Kong workforce
- Opening up Healthbaby's in-house testing capabilities to both brands

Contributed S\$6.1 mil to revenue in 18M2018

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

Financial Highlights

cordlife



18M2018 Results Summary

REVENUE

S\$105.0 million

+13.0% y-o-y

GROSS PROFIT

S\$71.1 million

+16.9% y-o-y

GP MARGIN

67.7%

+2.3 pt y-o-y

PRE-TAX OPERATING PROFIT

S\$7.9 million

86.6% y-o-y

NET PROFIT

S\$5.5 million

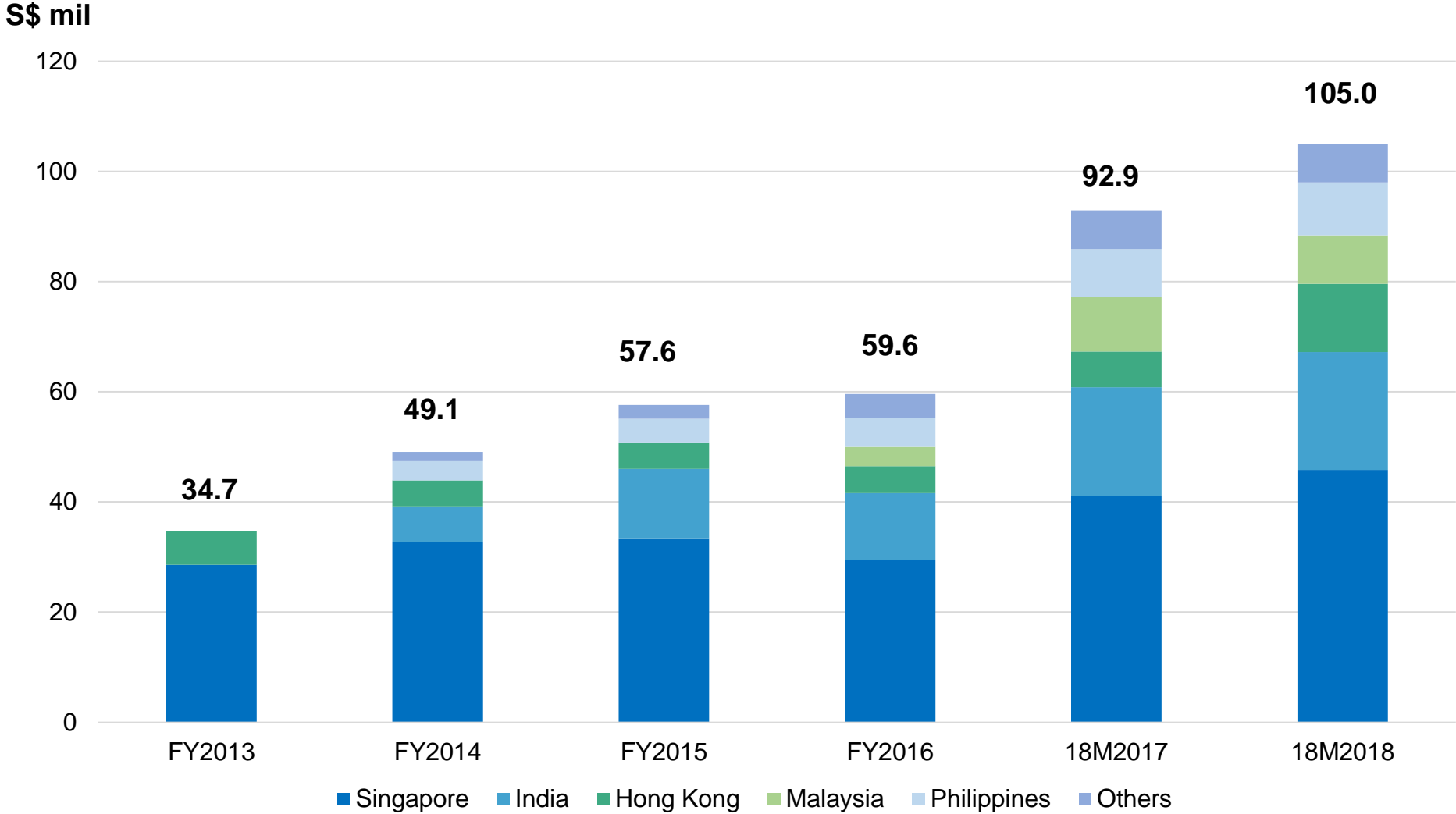
n.m

EARNINGS PER SHARE

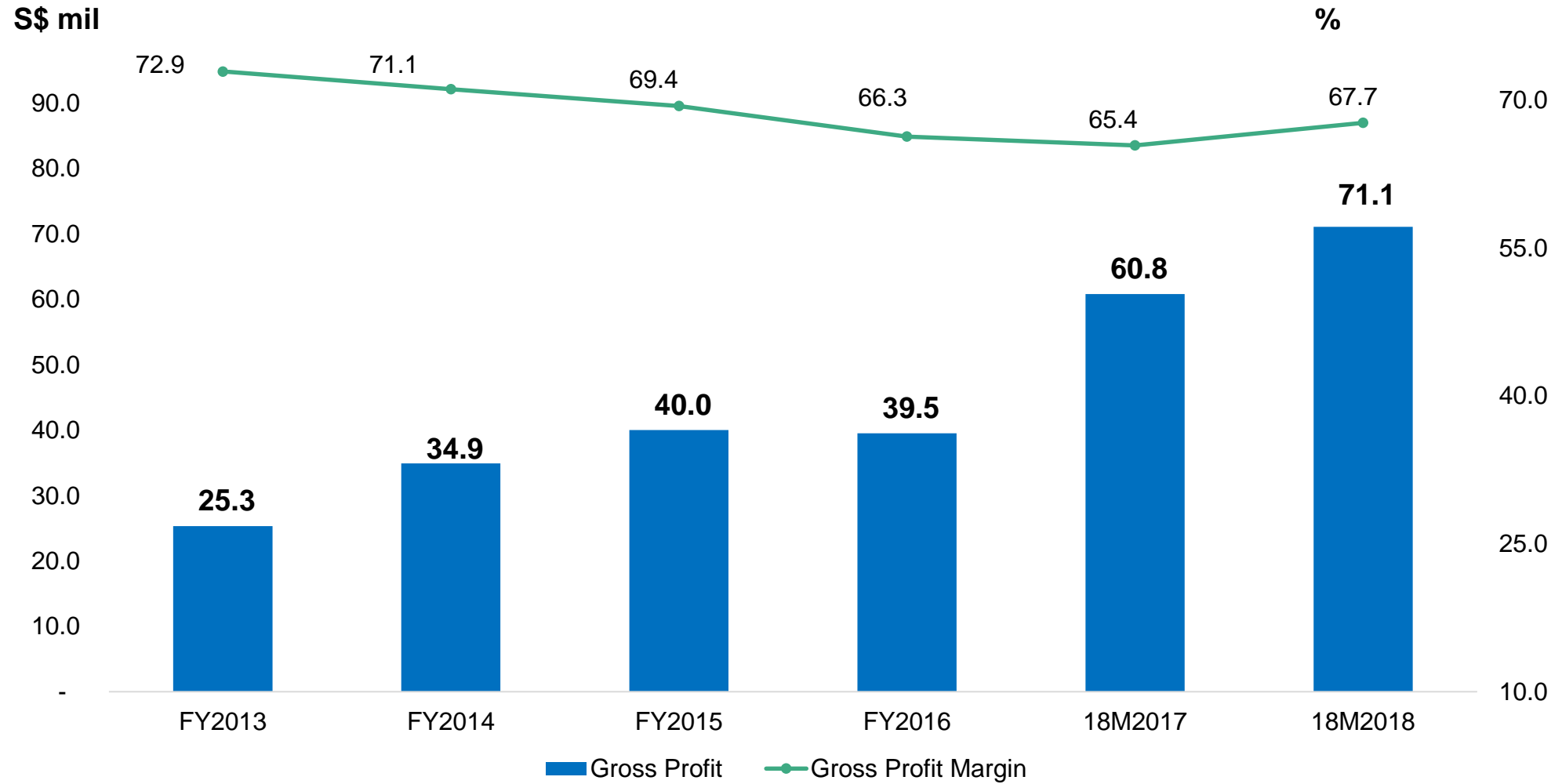
2.18 cent

n.m

Financials - Revenue

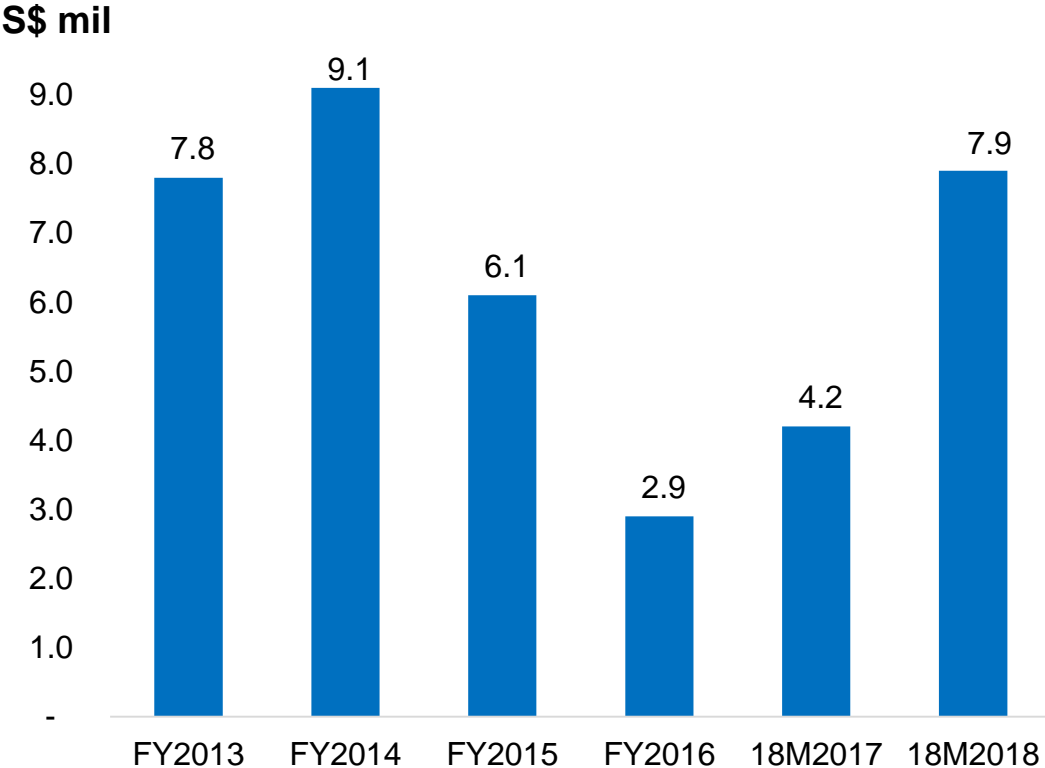


Financials – Gross Profit

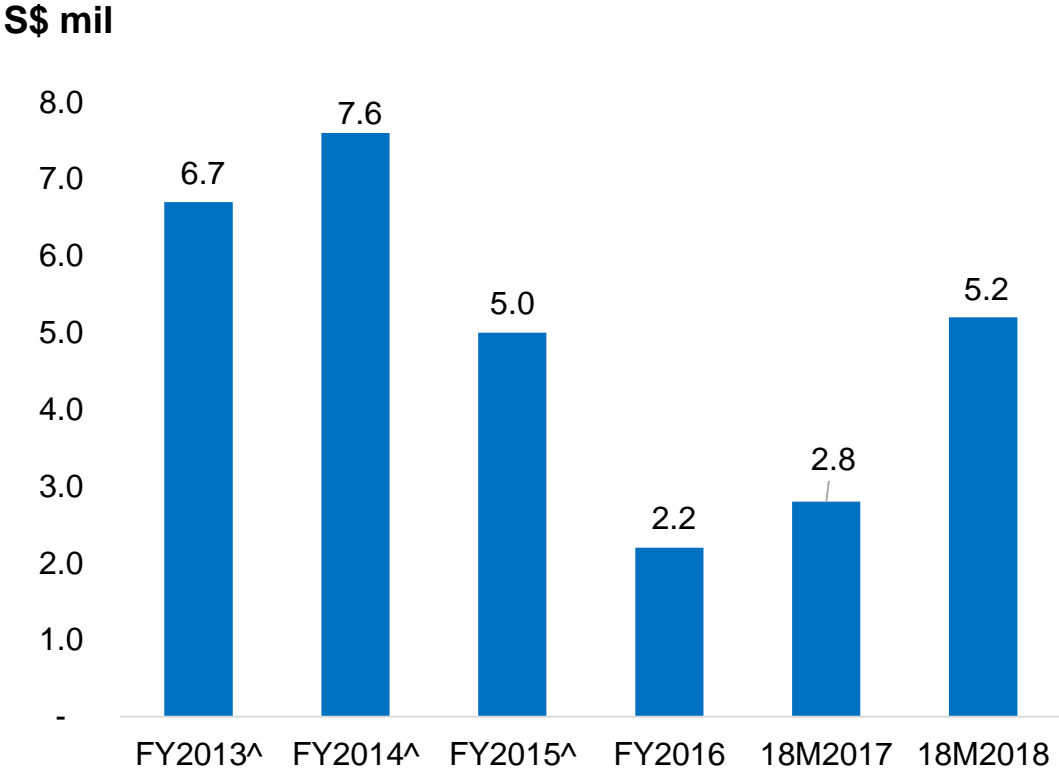


Financials – PBIT From Operations and Net Profit

Profit Before Income Tax From Operations



Net Profit from Operations



^:Excludes one-off items

Financials – Balance Sheet

S\$' mil	As at 31 Dec 2018	As at 30 June 2017
Net Assets	121.3	125.3
Borrowings	4.6	8.7
Equity	121.3	125.3
Gearing (%)	3.8	6.9
Cash & Cash Equivalents (incl. fixed deposits and short-term investments)	43.3	60.6
Net Asset Value Per Share (SG cents)	47.90	48.31

Financials – Cash Flow

S\$' mil	18M2018	18M2017
Net cash generated from operating activities	10.4	7.0
Net cash (used in)/generated from investing activities	(9.3)	33.8
Net cash used in financing activities	(16.8)	(88.1)
Cash & cash equivalents at end of the financial period	10.9	22.5

Dividends



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

**Thank
you**

