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Content

1. Overview
2. Corporate Developments
3. Financial Highlights
4. Growth Strategies & Outlook
Overview
Business Overview – Operating Segments

**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 – Market Presence

Our Market Ranking

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Singapore</th>
<th>Hong Kong</th>
<th>India</th>
<th>Philippines</th>
<th>Indonesia</th>
<th>Malaysia</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Cordlife</td>
<td>4</td>
<td>4</td>
<td>Lifecell</td>
<td>Cordlife</td>
<td>Cordlife</td>
<td>Cryocord</td>
</tr>
<tr>
<td>2.</td>
<td>StemCord</td>
<td>2</td>
<td>2</td>
<td>CryoLife</td>
<td>Cordlife</td>
<td>Cordlife</td>
<td>Cordlife</td>
</tr>
<tr>
<td>3.</td>
<td>Cryosiva</td>
<td>2</td>
<td>3</td>
<td>Prostemcell</td>
<td>Cordlife</td>
<td>Cordlife</td>
<td>Cellvive</td>
</tr>
</tbody>
</table>

Total # of Companies: 4, 6, 12, 4, 6, 3

Banking Services
- Cord Blood
- Cord Lining
- Cord Tissue

Diagnostics Services
- Non-Invasive Newborn Metabolic Screening
- Non-Invasive Prenatal Testing
- Genetic Testing
Cordlife Becomes First Cord Blood Bank in Indonesia to Achieve Global AABB Accreditation (6 November 2019)

About
- A testament of the Group’s commitment to providing the highest quality service to help expectant families store their babies’ cord blood for future medical use.
- Along with Cordlife Indonesia’s latest achievement, all cord blood banking facilities under the Group are fully accredited by AABB.
Financial Highlights
FY2019 Results Summary

REVENUE
S$61.6 million
0.3% y-o-y

GROSS PROFIT
S$39.7 million
3.5% y-o-y

GP MARGIN
64.5%
2.0 pp y-o-y

NET PROFIT
S$6.5 million
+331.1% y-o-y

NET PROFIT MARGIN
10.5%
+8.1 pp y-o-y

NET CASH\(^1\)
S$49.7 million
+S$11.0 million from 31 Dec 18

1: Includes cash and cash equivalents, 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Profit</th>
<th>Gross Profit Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2014*</td>
<td>34.9</td>
<td>71.1%</td>
</tr>
<tr>
<td>FY2015*</td>
<td>40.0</td>
<td>69.4%</td>
</tr>
<tr>
<td>FY2016*</td>
<td>39.5</td>
<td>66.3%</td>
</tr>
<tr>
<td>18M2017*</td>
<td>60.8</td>
<td>65.4%</td>
</tr>
<tr>
<td>18M2018*</td>
<td>71.1</td>
<td>67.7%</td>
</tr>
<tr>
<td>FY2018#</td>
<td>38.3</td>
<td>62.5%</td>
</tr>
<tr>
<td>FY2019#</td>
<td>39.7</td>
<td>64.5%</td>
</tr>
</tbody>
</table>

* Prepared in accordance with FRS18 – Revenue.
# Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.
### Financials – Operating profit after tax

<table>
<thead>
<tr>
<th>Period</th>
<th>Net Profit</th>
<th>Net Profit Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2014*</td>
<td>7.6</td>
<td>15.5%</td>
</tr>
<tr>
<td>FY2015*</td>
<td>5.0</td>
<td>8.7%</td>
</tr>
<tr>
<td>FY2016*</td>
<td>2.2</td>
<td>3.7%</td>
</tr>
<tr>
<td>18M2017*</td>
<td>2.8</td>
<td>3.0%</td>
</tr>
<tr>
<td>18M2018*</td>
<td>5.2</td>
<td>5.0%</td>
</tr>
<tr>
<td>FY2018#</td>
<td>1.2</td>
<td>1.9%</td>
</tr>
<tr>
<td>FY2019#</td>
<td>5.8</td>
<td>9.5%</td>
</tr>
</tbody>
</table>

- Prepared in accordance with FRS18 – Revenue.
- Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.
## Financials – Balance Sheet

<table>
<thead>
<tr>
<th>S$’ mil</th>
<th>As at 31 Dec 2019</th>
<th>As at 31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets</td>
<td>129.3</td>
<td>123.8</td>
</tr>
<tr>
<td>Borrowings</td>
<td>4.3</td>
<td>4.6</td>
</tr>
<tr>
<td>Gearing$_1$ (%)</td>
<td>3.3</td>
<td>3.7</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents, Fixed Deposits and Short-term Investments</td>
<td>54.0</td>
<td>43.3</td>
</tr>
<tr>
<td>Net Asset Value Per Share (SG cents)</td>
<td>50.89</td>
<td>48.86</td>
</tr>
</tbody>
</table>

1: Total Borrowings/Total Equity
## Financials – Cash Flow

<table>
<thead>
<tr>
<th>S$’ mil</th>
<th>As at 31 Dec 2019</th>
<th>As at 31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash generated from operating activities</td>
<td>11.6</td>
<td>7.6</td>
</tr>
<tr>
<td>Net cash generated from/(used) in investing activities</td>
<td>4.9</td>
<td>(12.6)</td>
</tr>
<tr>
<td>Net cash used in financing activities</td>
<td>(12.1)</td>
<td>(6.9)</td>
</tr>
<tr>
<td>Cash &amp; cash equivalents at end of the financial period</td>
<td>14.8</td>
<td>10.9</td>
</tr>
</tbody>
</table>
Growth Strategies
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