Q1FY2020 Business Updates
Disclaimer

This presentation does not constitute, or form any part of any offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities in Cordlife Group Limited (“Cordlife”) in Singapore or any other jurisdiction nor shall it or any part of it form the basis of, or be relied on in connection with, any investment decision, contract or commitment whatsoever in this or any jurisdiction. This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. You are cautioned not to place undue reliance on these forward-looking statements, if any, which are based on the current view of management on future events. The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither Cordlife or any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation. The past performance of Cordlife is not indicative future performance. The value of shares in Cordlife (“Shares”) and the income derived from them may fall as well as rise. Shares are not obligations of, deposits in, or guaranteed by, Cordlife or any of its affiliates. An investment in Shares is subject to investment risks, including the possible loss of the principal amount invested.
### 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 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

**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 Newborn Metabolic Screening**
- A non-invasive, early detection test specially designed to screen inherited metabolic disorders in newborns.

**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>Hub City</th>
<th>Subsidiaries</th>
<th>Associate</th>
<th>Marketing Agents</th>
<th>Total # of Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cordlife</td>
<td>Cordlife</td>
<td>LifeCell</td>
<td>Cordlife</td>
<td>Cordlife</td>
<td>4</td>
</tr>
<tr>
<td>2</td>
<td>StemCord</td>
<td>Cordlife</td>
<td>CryoBanks</td>
<td>Stemcord</td>
<td>Babybanks</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>Cryoviva</td>
<td>ProstemCell</td>
<td>Cordlife</td>
<td>Globetek</td>
<td>Stemcord</td>
<td>3</td>
</tr>
</tbody>
</table>

Banking Services
- Cord Blood
- Cord Lining
- Cord Tissue

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

Our Reach
- Bangladesh
- Myanmar
- Thailand
- Vietnam
- Malaysia
- Singapore
- Indonesia
- Hong Kong
- Philippines
- Indonesia
- Malaysia

Cordlife’s Headquarters
Cordlife’s Subsidiaries
Cordlife’s Associate
Cordlife’s Marketing Agents
Financial Highlights
## 1QFY2020 Results Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>S$14.5 million</td>
<td>(0.5%) y-o-y</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>S$9.1 million</td>
<td>0.5% y-o-y</td>
</tr>
<tr>
<td><strong>GP Margin</strong></td>
<td>63.2%</td>
<td>0.6 pp y-o-y</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>S$1.5 million</td>
<td>+69.9% y-o-y</td>
</tr>
<tr>
<td><strong>Net Profit Margin</strong></td>
<td>10.3%</td>
<td>+4.2 pp y-o-y</td>
</tr>
<tr>
<td><strong>Net Cash₁</strong></td>
<td>S$58.0 million</td>
<td>+S$8.3 million from 31 Dec 19</td>
</tr>
</tbody>
</table>

1: Includes cash and cash equivalents, fixed deposits and short-term investments less interest-bearing borrowings (current and non-current)
Analysis of 1QFY2020

Revenue

Despite the worsening of the COVID-19 situation, the Group maintained its revenue at S$14.5 million with higher revenue contribution from diagnostics services as well as the Indonesia and Philippines markets.

Net Profit

Net profit after tax grew 69.9% yoy to S$1.5 million, mainly driven by
(a) higher gross profit
(b) lower administrative expenses
(c) lower marketing expenses (attributable to lower advertising and promotion expenses due to the outbreak of COVID-19).
Financials – Revenue

* Prepared in accordance with FRS18 – Revenue.
# Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.
Financials – Gross Profit

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

* 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></th>
<th>As at 31 Mar 2020</th>
<th>As at 31 Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets</td>
<td>131.0</td>
<td>129.3</td>
</tr>
<tr>
<td>Borrowings</td>
<td>4.2</td>
<td>4.3</td>
</tr>
<tr>
<td>Gearing(^1) (%)</td>
<td>3.2</td>
<td>3.3</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents, Fixed Deposits and Short-term Investments</td>
<td>62.2</td>
<td>53.8</td>
</tr>
<tr>
<td>Net Asset Value Per Share (SG cents)</td>
<td>51.56</td>
<td>50.89</td>
</tr>
</tbody>
</table>

\(^1\): Total Borrowings/Total Equity
## Financials – Cash Flow

<table>
<thead>
<tr>
<th>S$’ mil</th>
<th>As at 31 Mar 2020</th>
<th>As at 31 Mar 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash generated from operating activities</td>
<td>3.5</td>
<td>2.7</td>
</tr>
<tr>
<td>Net cash generated from/(used) in investing activities</td>
<td>2.7</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Net cash used in financing activities</td>
<td>(0.08)</td>
<td>(0.08)</td>
</tr>
<tr>
<td>Cash &amp; cash equivalents at end of the financial period</td>
<td>21.7</td>
<td>12.3</td>
</tr>
</tbody>
</table>
Outlook
Impact of COVID-19

➢ Ramp up online counseling and e-enrollment of clients.
➢ Convert face to face seminar/antenatal class to webinars.
➢ Social distancing measures have restricted many marketing events which may impact signups.
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