Welcome to Annual General Meeting
12 June 2020, 10:00am
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Content

1. Overview
2. Corporate Developments
3. Financial Highlights
4. Growth Strategies & Outlook
Overview
Organic Growth Strategies

- Increase penetration rate &/or market share
- Increase product scope
- Open new markets
- Facilitate development of stem cell ecosystem
- Create new engines of growth
Business Overview – Operating Segments

- CORD BLOOD
- CORD LINING
- CORD LINING MESENCHYMAL STEM CELLS
- CORD LINING EPITHELIAL STEM CELLS
- CORD TISSUE
- CORD TISSUE MESENCHYMAL STEM CELLS
- NON-INVASIVE PRENATAL TESTING
- PAEDIATRIC VISION SCREENING
- NEWBORN METABOLIC SCREENING
- NEWBORN GENETIC SCREENING
- PREIMPLANTATION GENETIC SCREENING
- PREGNANCY & PARENTING MOBILE APP
- HEALTH, WELLNESS & LIFESTYLE
- BANKING
- DIAGNOSTICS
- DIGITAL HEALTHCARE
- OTHERS
Corporate Milestones

**Jan 2019**
- Collaboration with Sandor on diagnostics in India

**Mar 2019**
- Healthbaby Hong Kong received FACT accreditation, first & only in Hong Kong

**Apr 2019**
- Cordlife Singapore made the first cord blood release for autism trial in Singapore

**Aug 2019**
- Healthbaby Hong Kong launched bebegene, a genetic testing panel for babies

**Dec 2019**
- Cordlife Group performed 14 cord blood and 1 cord tissue releases for medical treatment conducted in 6 countries

**FEB 2020**
- Cordlife Singapore’s lab received AABB re-accreditation

**APR 2020**
- Cordlife & Healthbaby Hong Kong launched bebegene, a genetic testing panel for babies

**JAN 2021**
- Cordlife Philippines’ lab re-accredited, remains as the only cord blood bank in the country to be AABB accredited

**FEB 2020**
- Cordlife Philippines’ lab received AABB re-accreditation

**MAR 2020**
- Stemlife Malaysia opened Stem Cell Banking Resource Centre in JPMC, Brunei

**APR 2020**
- Stemlife’s app Moms Up launched in the Philippines

**JUN 2020**
- Cordlife Philippines launched bebegene
Impact of COVID-19

Challenges
- Cancellation or postponement of physical marketing events
- No face-to-face consultation with prospects
- Barred from entering clinics and hospitals for marketing purposes

Solutions
- Webinars and online baby fairs
- Online web enrolment
- Intensified digital marketing campaigns
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\textsubscript{1}**
S$49.7 million
+S$11.0 million from 31 Dec 18

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1: Includes cash and cash equivalents, fixed deposits and short-term investments less interest-bearing borrowings (current and non-current)
Financials – Revenue

<table>
<thead>
<tr>
<th>Country</th>
<th>FY2017 (Restated)</th>
<th>12M2018 (Restated)</th>
<th>FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>51.5</td>
<td>61.4</td>
<td>61.6</td>
</tr>
<tr>
<td>India</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hong Kong</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Malaysia</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Philippines</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

S$ mil

0.0 10.0 20.0 30.0 40.0 50.0 60.0 70.0

FY2017 (Restated) 12M2018 (Restated) FY2019

Singapore  India  Hong Kong  Malaysia  Philippines  Others
Financials – Gross Profit

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Gross Profit</th>
<th>Gross Profit Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2017 (Restated)</td>
<td>30.3 S$ mil</td>
<td>58.9%</td>
</tr>
<tr>
<td>12M2018 (Restated)</td>
<td>38.3 S$ mil</td>
<td>62.5%</td>
</tr>
<tr>
<td>FY2019</td>
<td>39.7 S$ mil</td>
<td>64.5%</td>
</tr>
</tbody>
</table>
Financials – Operating profit after tax

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Operating Profit After Tax (S$ mil)</th>
<th>Operating Profit After Tax Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2017 (Restated)</td>
<td>0.5</td>
<td>1.0%</td>
</tr>
<tr>
<td>12M2018 (Restated)</td>
<td>1.2</td>
<td>1.9%</td>
</tr>
<tr>
<td>FY2019</td>
<td>5.8</td>
<td>9.5%</td>
</tr>
<tr>
<td>S$’ mil</td>
<td>As at 31 Dec 2019</td>
<td>As at 31 Dec 2018</td>
</tr>
<tr>
<td>----------------------------------------------</td>
<td>-------------------</td>
<td>-------------------</td>
</tr>
<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>
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Dividends

**FY2019**: Proposed final dividend of **1.0** Singapore cent a share (subject to Shareholders’ approval at the AGM)

**18M2018**: Interim dividend of **0.8** Singapore cents a share and Final dividend of **0.4** Singapore cents a share

**FY2017**: Final dividend of **0.5** Singapore cents a share
Growth Strategies

Organic Growth
- Increase penetration rate &/or market share
- Increase product scope
- Open new markets
- Facilitate development of stem cell ecosystem
- Create new engines of growth

Merger & Acquisitions
- Synergistic with current business
- Earnings accretive
- Targeting Asia
Thank you