

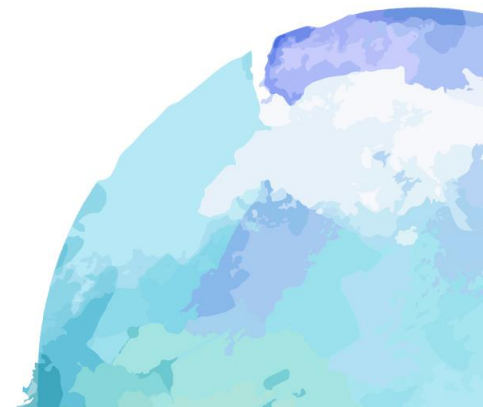


Welcome to

cordlife 

Annual General Meeting

30 April 2021, 10:00am



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.

Content

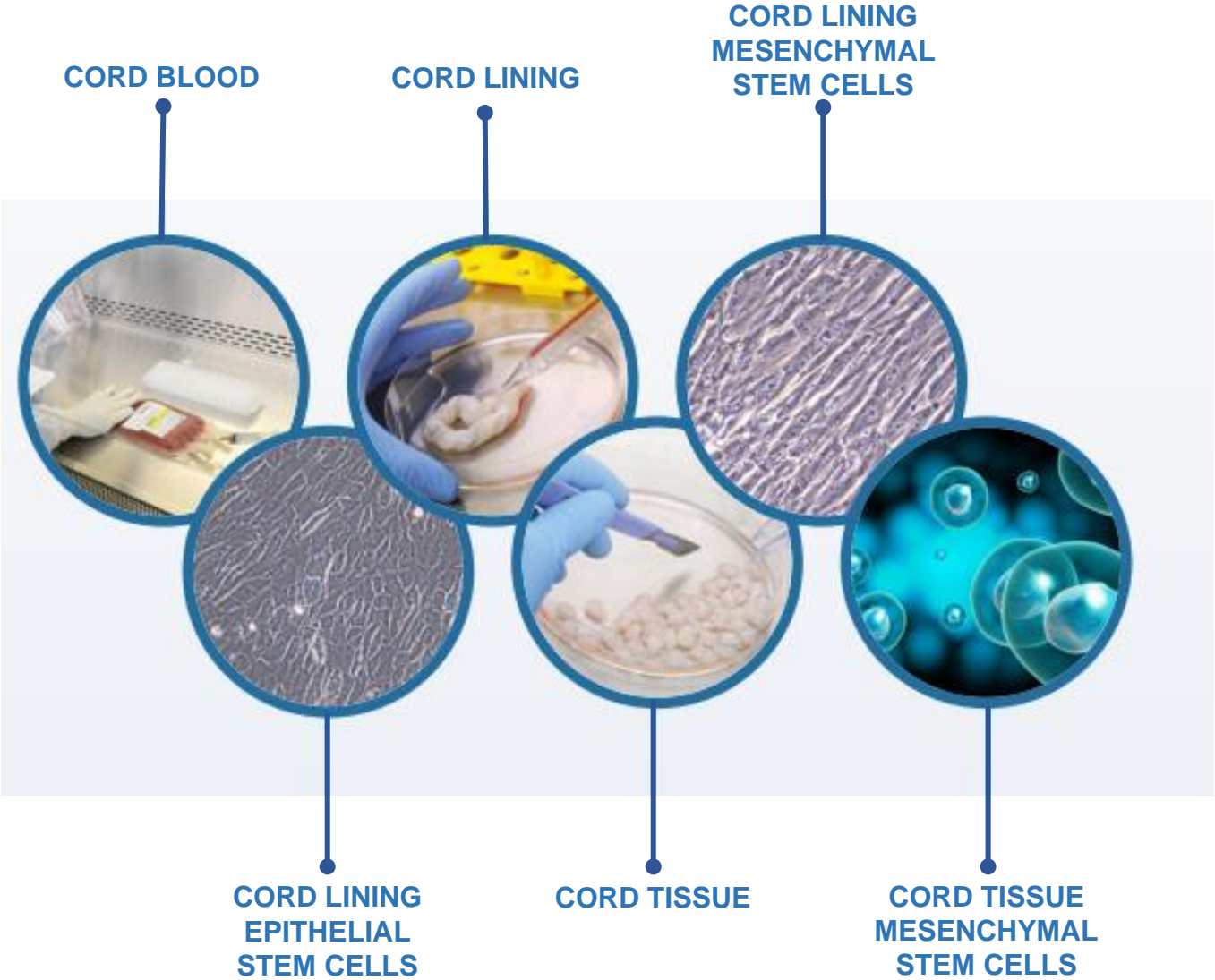
- 1 Overview
- 2 Corporate Developments
- 3 Outlook & Growth Strategies
- 4 Financial Highlights

Overview

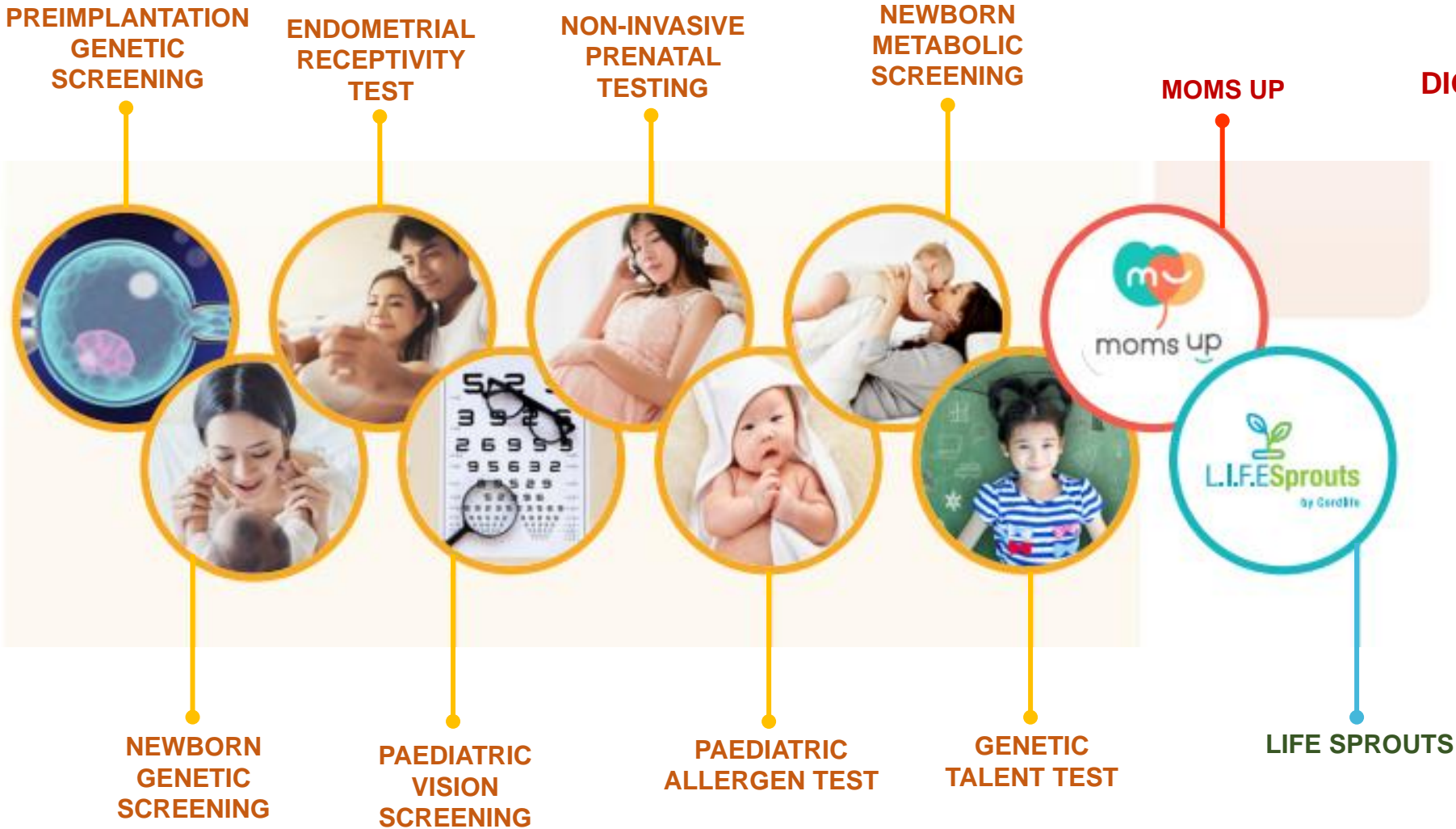


Business Overview – Operating Segments

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS



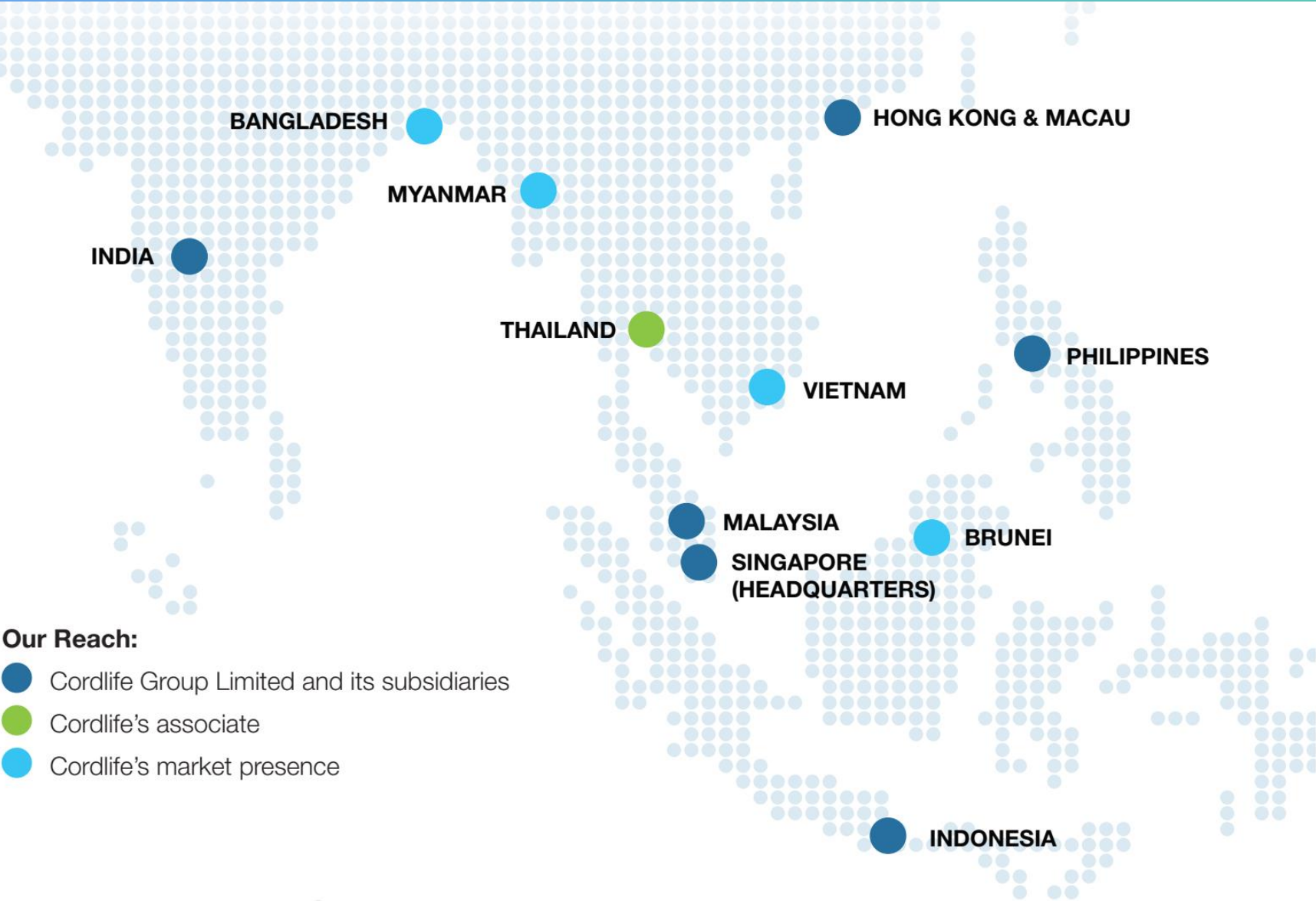
Business Overview – Operating Segments



BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS

Business Overview – Market Presence

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS



Our Reach:

- Cordlife Group Limited and its subsidiaries
- Cordlife's associate
- Cordlife's market presence

Our Network

Cordlife owns the largest network of cord blood banks in Asia with full stem cell banking facilities in six key markets namely Singapore, Hong Kong, Indonesia, India, Malaysia and the Philippines.

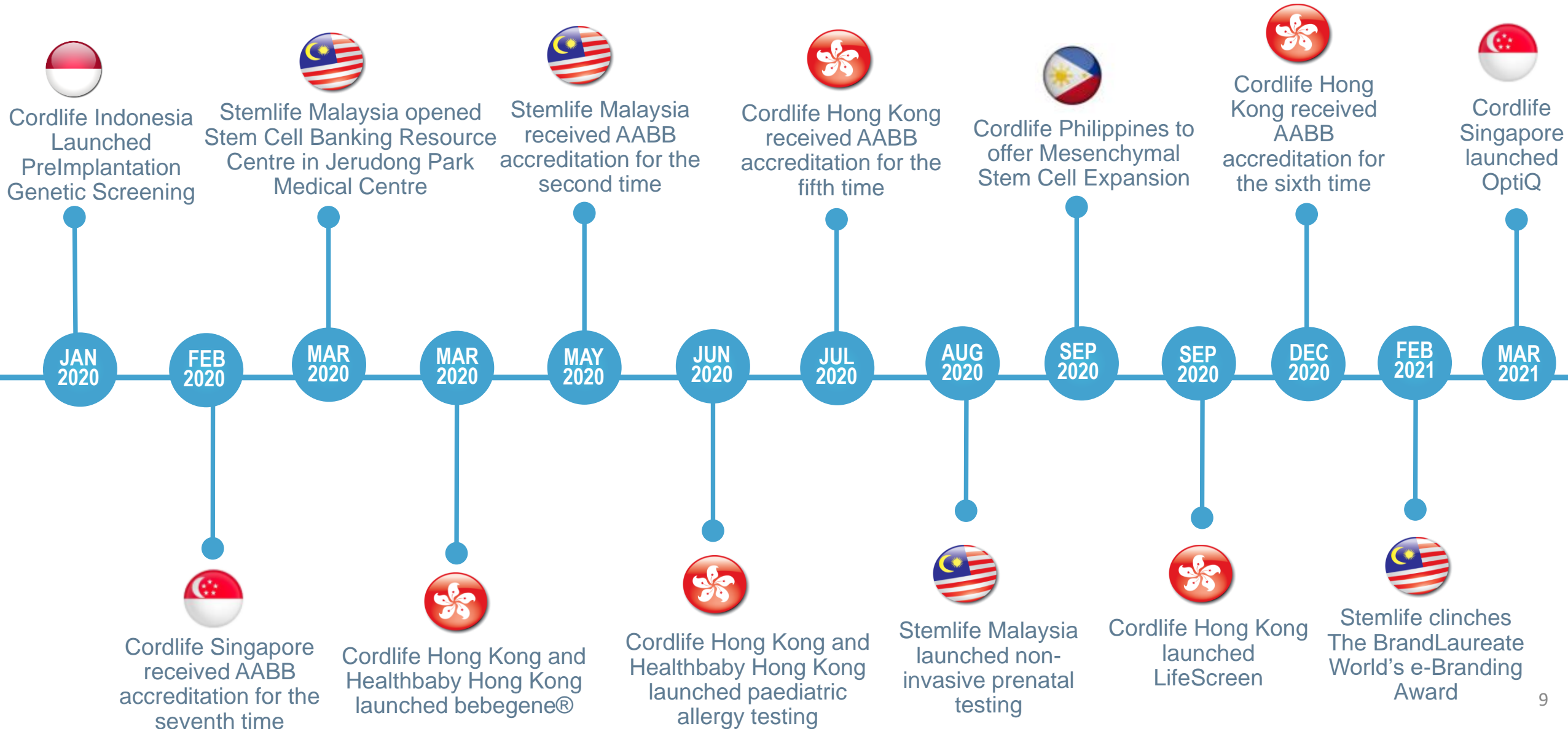
In Singapore, Hong Kong, the Philippines and Indonesia, Cordlife operates the largest private cord blood banks and it is amongst the top three market leaders in India and Malaysia.

Corporate Developments

cordlife



Corporate Milestones



Outlook & Growth Strategies

cordlife



Impact of COVID-19

Business Outlook

- Revenue from banking services is recognised upon service delivery when customers give birth and store their samples and customers typically sign up a few months prior to delivery.
- The COVID-19 situation has generally resulted in the tapering of new customer sign-ups for banking services in FY2020, and this revenue trend may continue in the coming year. Nonetheless, the nature and timing of the Group's service delivery, along with the reduction in selling, marketing and administrative expenses, managed to slightly cushion the impact of the pandemic.
- Recurring waves of the outbreak in some of the countries that the Group operates in could possibly result in the continued imposition of border and movement restrictions, causing uncertainties in demand for the Group's services in the coming months.
- The availability of the vaccines and the speed of vaccination remain a concern in some of the countries that the Group operates in.
- The Group will continue to deepen its digital capabilities and will monitor the situation closely and respond accordingly.

Group Initiatives

- Continue to refine and improve e-enrolment and online counselling process.
- Where physical seminars/antenatal classes can be held, safe distancing and hygiene practices are strictly abided by to safeguard customers' and staff's wellbeing.
- Continue to use digital marketing and online means to reach a wider audience and to educate prospective customers.

Growth Strategies



Financial Highlights



cordlife



FY2020 Results Summary

REVENUE

S\$50.6 million

(17.8)% y-o-y

GROSS PROFIT

S\$31.7 million

(20.0)% y-o-y

GP MARGIN

62.7%

(1.8) pp y-o-y

NET PROFIT

S\$6.6 million

+1.4% y-o-y

NET PROFIT MARGIN

12.9%

+2.4 pp y-o-y

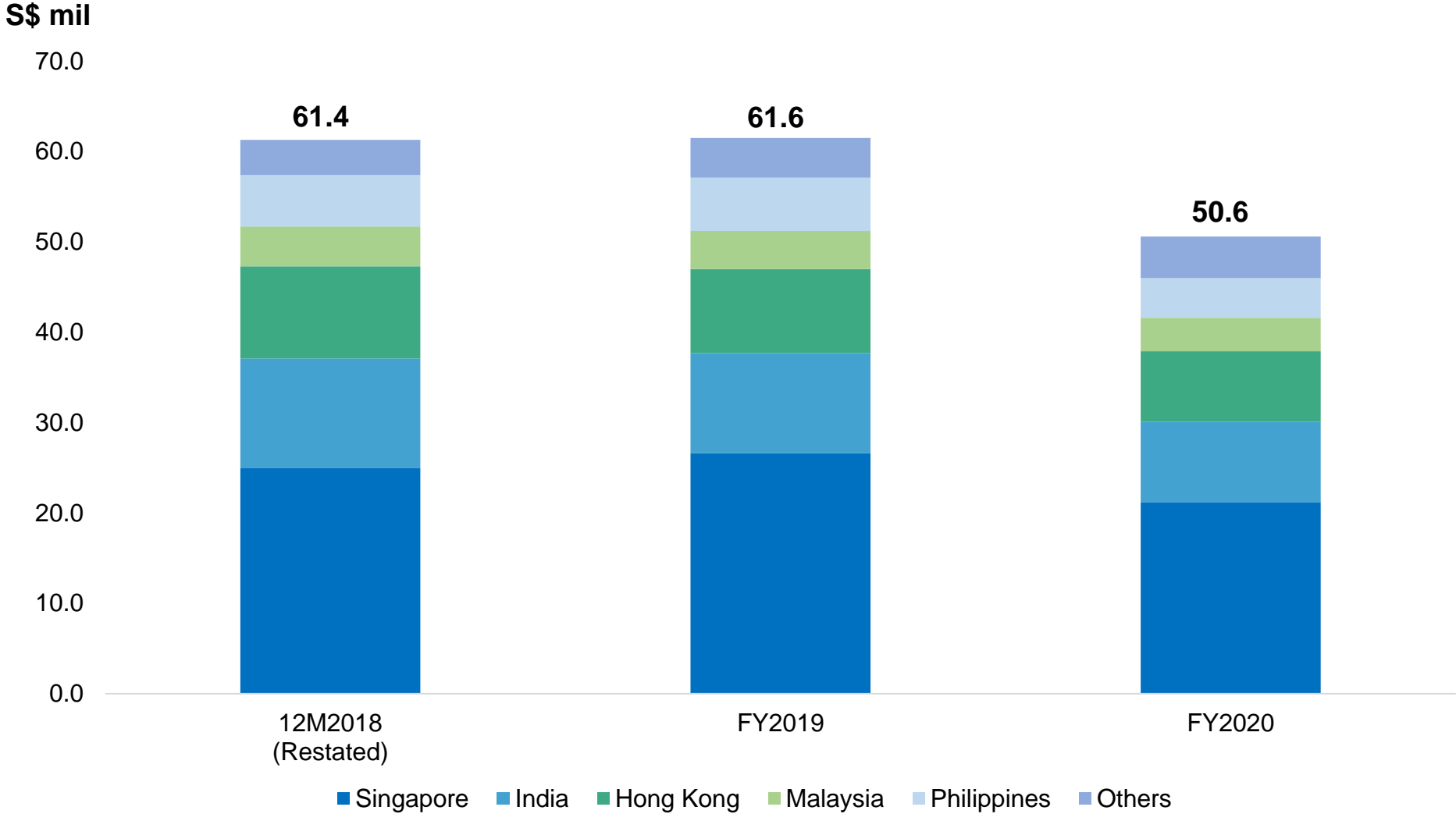
NET CASH₁

S\$71.2 million

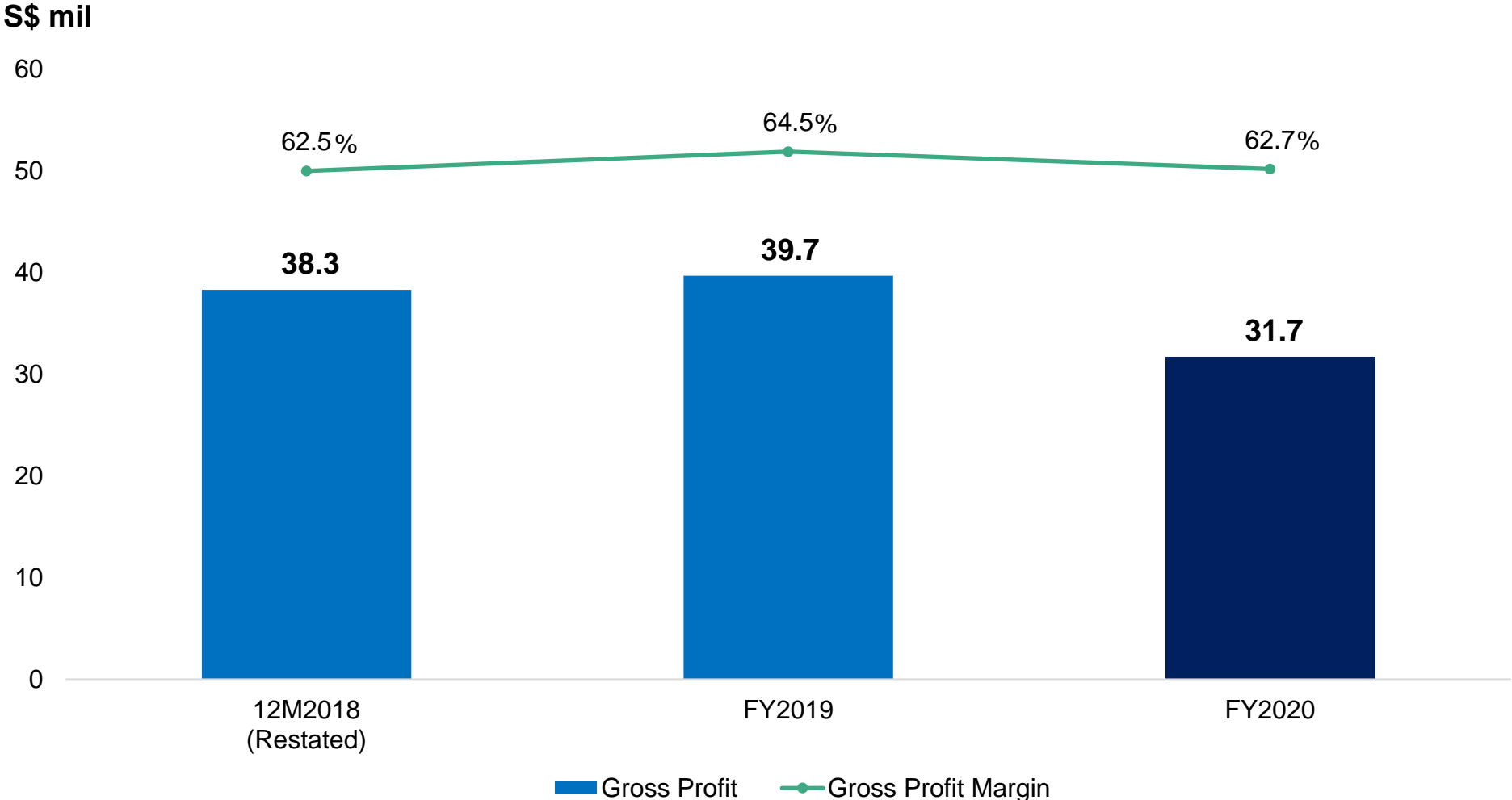
+S\$21.5 million from 31 Dec 19

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

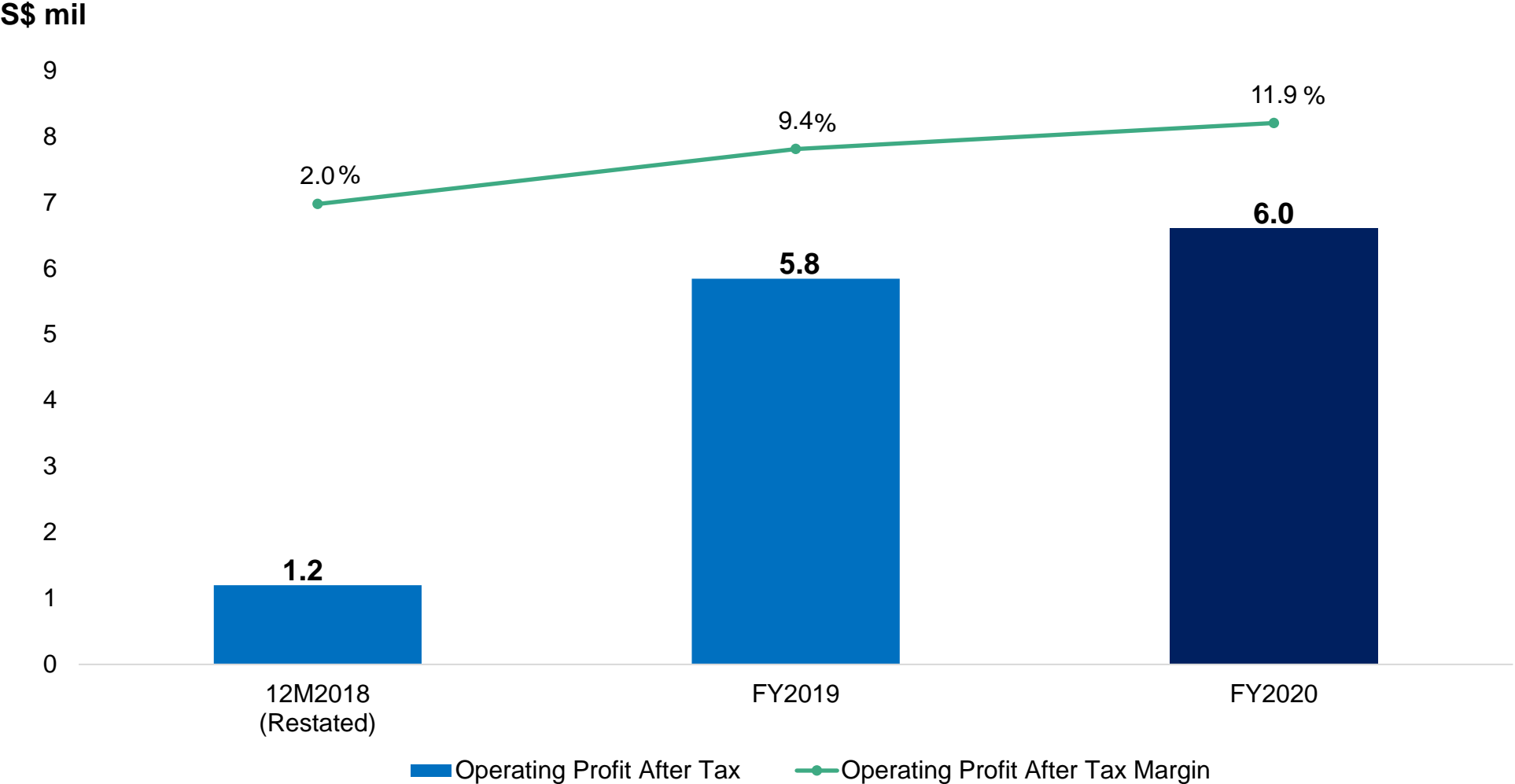
Financials – Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S\$' mil	As at 31 Dec 2020	As at 31 Dec 2019
Net Assets	133.2	129.3
Borrowings	4.0	4.3
Gearing ₁ (%)	3.0	3.3
Cash & Cash Equivalents, Fixed Deposits and Short-term Investments	75.2	54.0
Net Asset Value Per Share (SG cents)	52.33	50.89

1: Total Borrowings/Total Equity

Financials – Cash Flow

S\$' mil	As at 31 Dec 2020	As at 31 Dec 2019
Net cash generated from operating activities	15.9	11.6
Net cash generated from/(used) in investing activities	(1.3)	4.9
Net cash used in financing activities	(2.9)	(12.1)
Cash & cash equivalents at end of the financial period	25.9	14.8

Dividends



FY2020 Proposed Final dividend of **0.9** Singapore cents a share (subject to Shareholders' approval at the AGM)



FY2019: Final dividend of **1.0** Singapore cents a share



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



**Thank you for joining our
Annual General Meeting.**

Stay safe & healthy.

