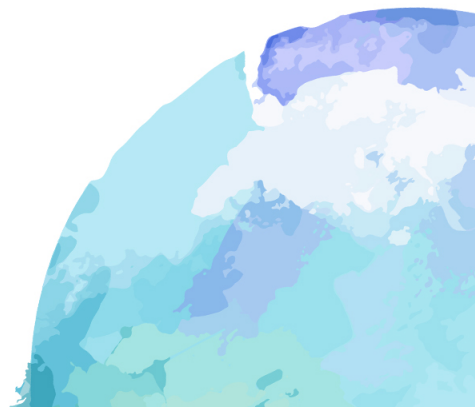




Q1FY2022 Business Updates



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Q1FY2022 Results Summary

REVENUE

S\$13.0 million

(3.3)% y-o-y

GROSS PROFIT

S\$8.7 million

(5.9)% y-o-y

GP MARGIN

67.2%

-1.8 pp y-o-y

NET PROFIT

S\$1.0 million

(13.2)% y-o-y

OPERATING
NET PROFIT MARGIN

7.0%

-0.9 pp y-o-y

NET CASH¹

S\$81.0 million

+S\$2.0 million from 31 Dec 2021

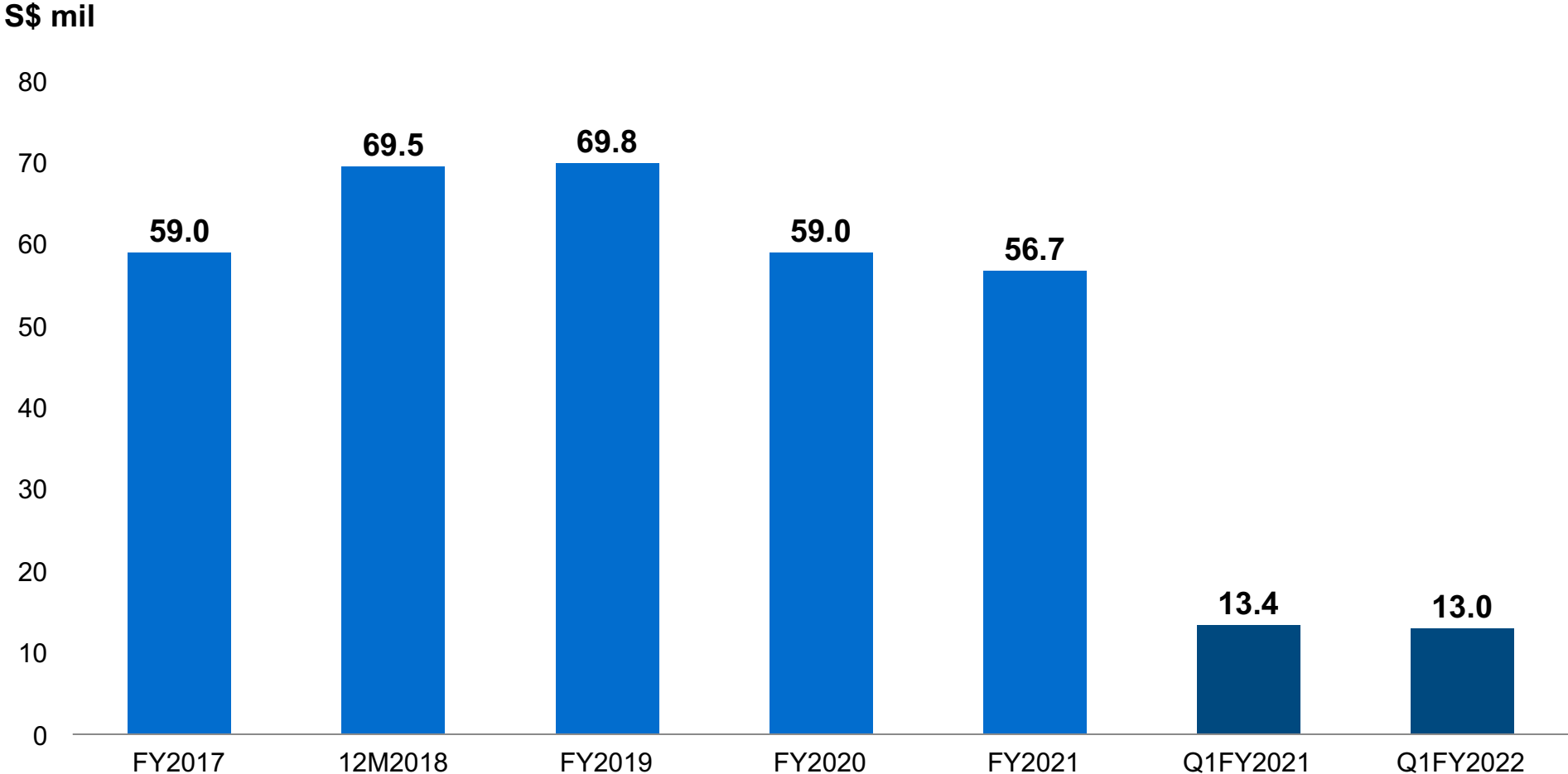
1. Includes cash and cash equivalents, fixed deposits and long term and short-term investments less interest-bearing borrowings (current and non-current)

Financial Highlights

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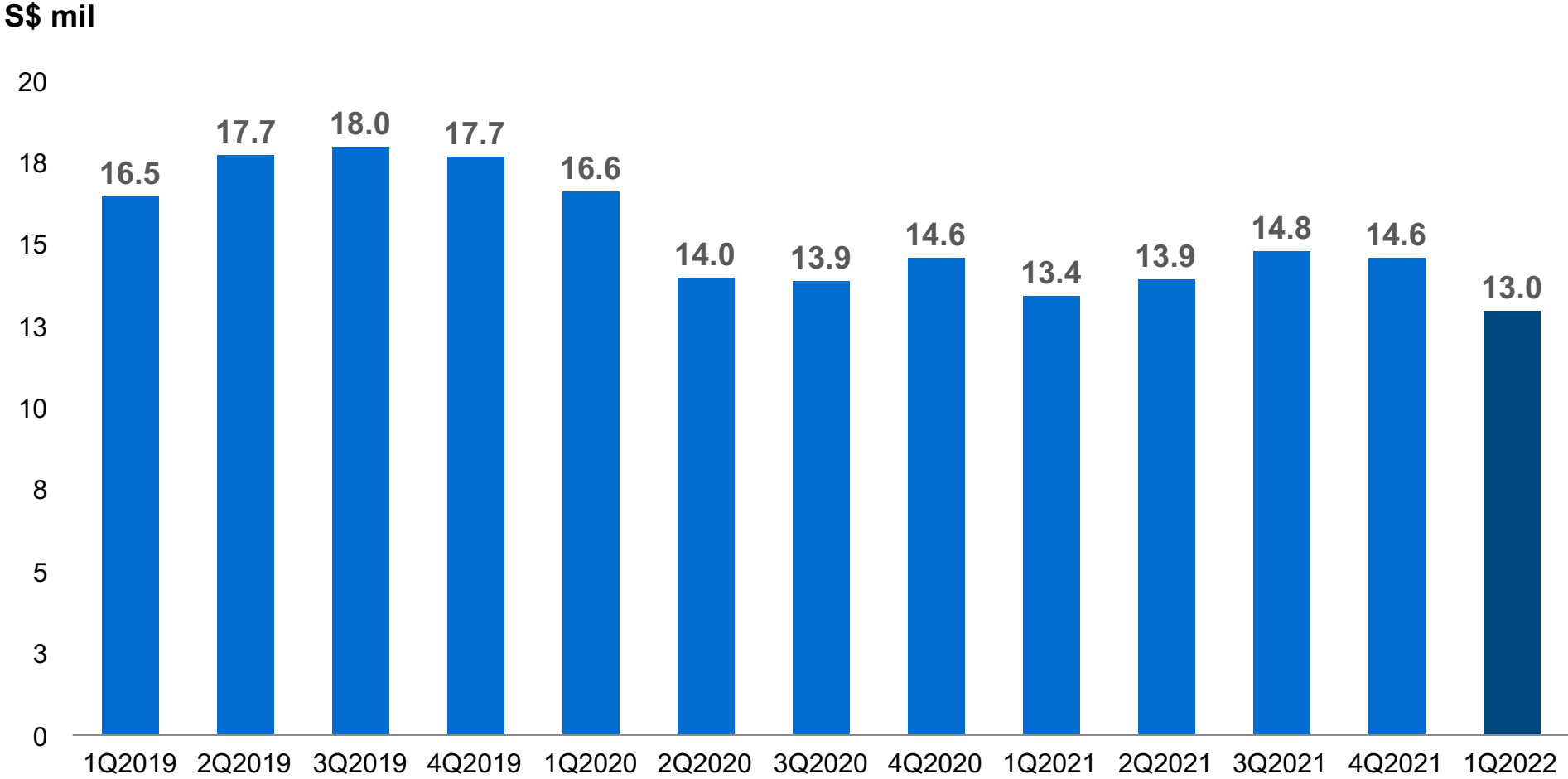


Financials – Revenue

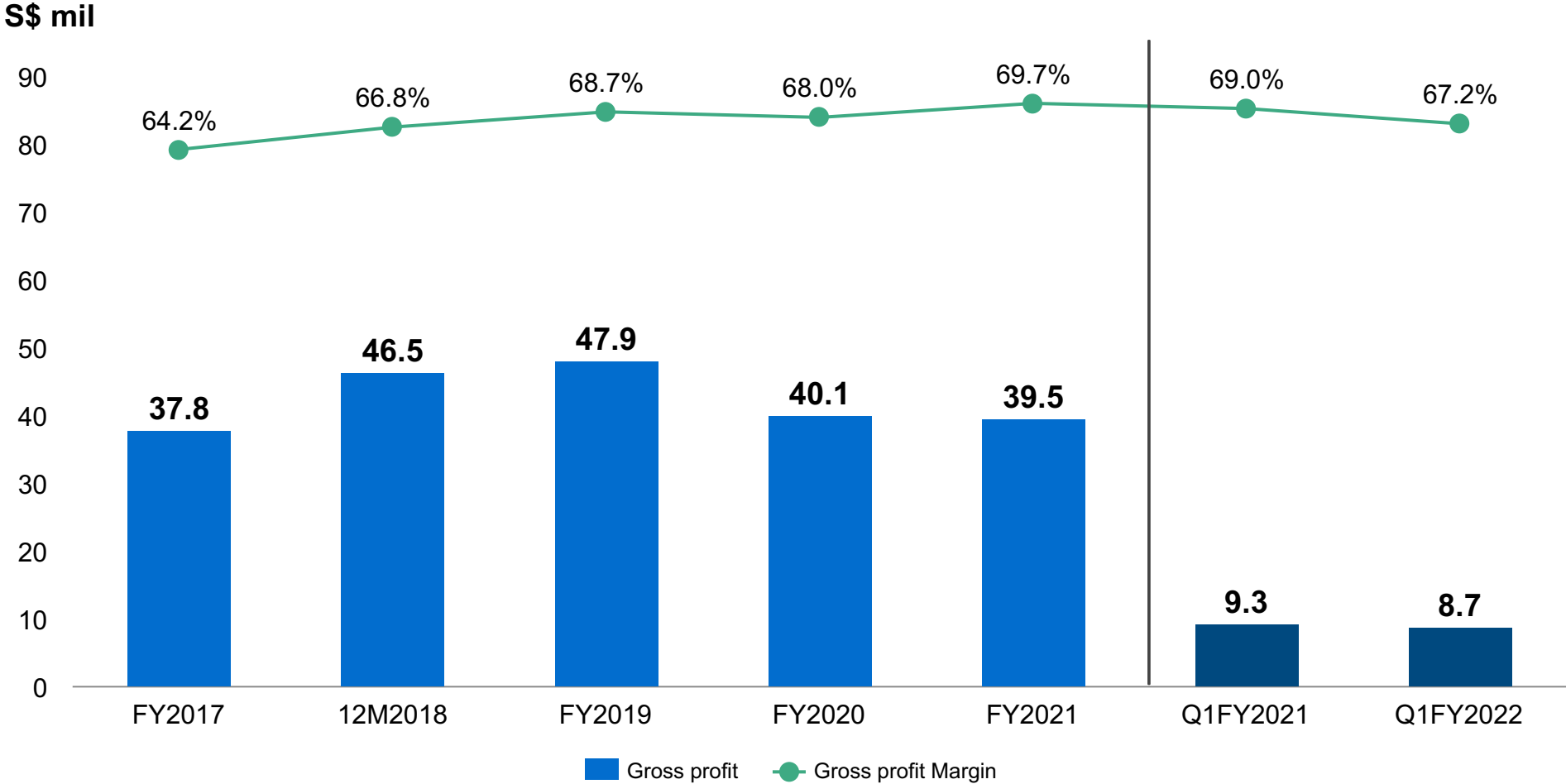


- The Group’s Q1FY2022 revenue decreased 3.3% yoy to S\$13.0 million.
- This was mainly due to lower new samples processed and stored in Singapore which was hit by spike in COVID-19 cases.
- However, this was slightly buffered by higher revenue contribution from diagnostics services.

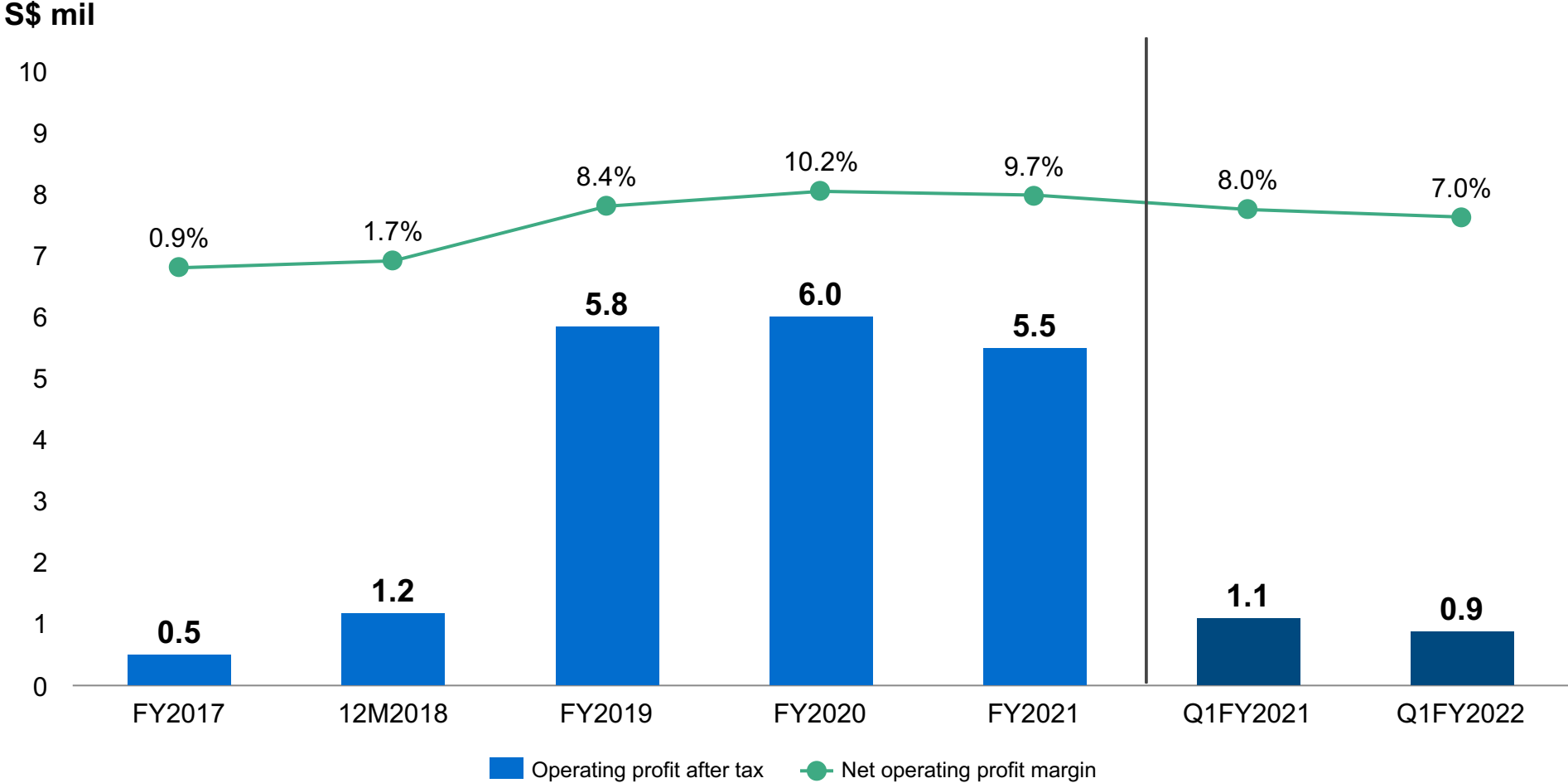
Financials – Quarter-on-quarter Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S\$' mil	As at 31 Mar 2022	As at 31 Dec 2021
Net Assets	136.9	136.7
Borrowings	—	—
Gearing ₁ (%)	—	—
Cash & Cash Equivalents ₂ , Fixed Deposits and Short-term and Long-term Investments	81.0	79.0
Net Asset Value Per Share (SG cents)	53.62	53.54

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$14.1m as at 31 Mar 2022 (31 Dec 2021 : S\$15.5m).

Financials – Cash Flow

S\$' mil	For the three months ended 31 Mar 2022	For the three months ended 31 Mar 2021
Net cash generated from operating activities	3.1	2.6
Net cash used in investing activities ₁	(4.3)	(1.8)
Net cash used in financing activities	—	(4.0)
Net decrease in cash and cash equivalents during the financial period	(1.4)	(2.6)

1: Net cash used in investing activities mainly comprise the net (placement)/redemption of short-term investments and transfer (to)/from term deposits of S\$3.9m (1QFY2021 : S\$1.5m).

Outlook & Growth Strategies

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Outlook

Business Outlook

- The Group managed to achieve stability in revenue over the past quarters by adapting quickly and pivoting with the evolving landscape, with the diagnostics services continuing on a positive growth trajectory.
- The prolonged pandemic induced challenges, rising inflation in the global economy and the surge in COVID-19 cases in Singapore as part of the Omicron wave has impacted new customer sign-ups for banking services.
- However, the gradual transition towards treating COVID-19 as endemic and reopening of economies around the world is expected to bode well for the Group's business and operations.
- The implementation of several government initiatives in Singapore to manage the low fertility and birth rate will also bode well for the Group.
- The Group will continue to deepen its digital capabilities and monitor the situation closely and respond accordingly.

Group Initiatives

- Continue to focus on increasing our product and service offerings in our key markets, especially under the diagnostic segment, to increase customer lifetime value.
- Deepen our digital capabilities to improve our online customer experience, increase operational efficiency and reduce the costs of service delivery.
- The lifting of COVID-19 restrictions will also allow the Group to gradually move towards full resumption of offline marketing and operations.
- Remain focused in developing an ecosystem with doctors and hospitals in the various markets to encourage the utilisation of stem cells.

Growth Strategies



**Thank
you**

