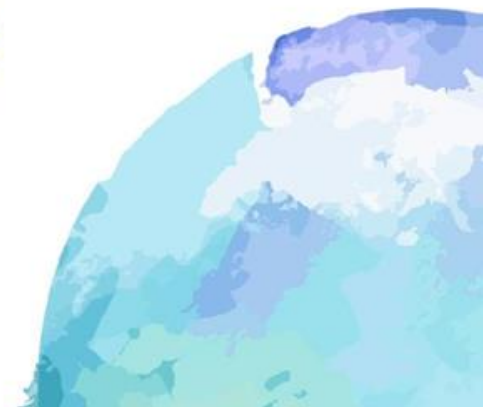




Welcome to Annual General Meeting

— 28 April 2023, 10:00am —



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Content

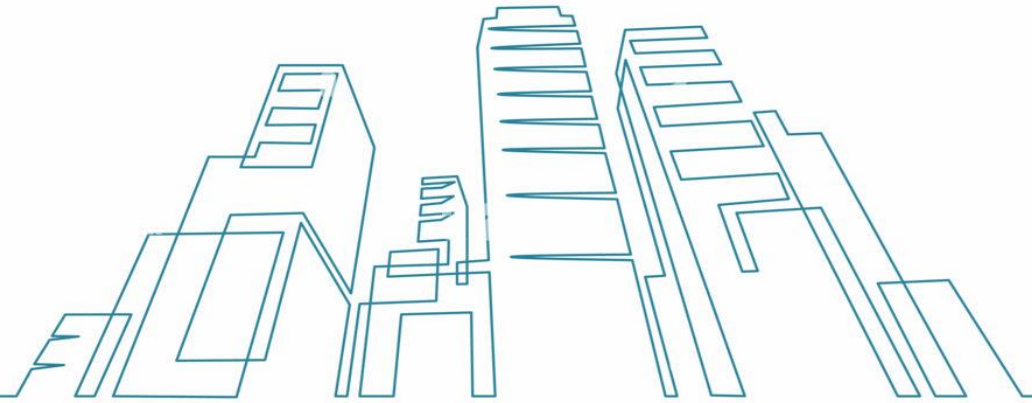
- 1 Overview
- 2 Corporate Developments
- 3 Outlook & Growth Strategies
- 4 Financial Highlights

Overview

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About Cordlife



OUR VISION

We help people live healthier, happier and longer.



OUR MISSION

We provide reliable healthcare solutions through innovation, technological advancement and commitment to quality.



Founded in Singapore in **2001**



Listed on the **Singapore Exchange Mainboard** in 2012



7 facilities in 6 markets



All facilities are **AABB accredited**, **2 facilities** are **FACT accredited** and **2 facilities** are **CAP accredited**



Trusted by over 600,000 parents in Asia

 **Accredited**



 **ACCREDITED**
COLLEGE of AMERICAN PATHOLOGISTS

Our Reach in 2022



Our Services



BANKING



DIAGNOSTICS



DIGITAL HEALTHCARE



OTHERS



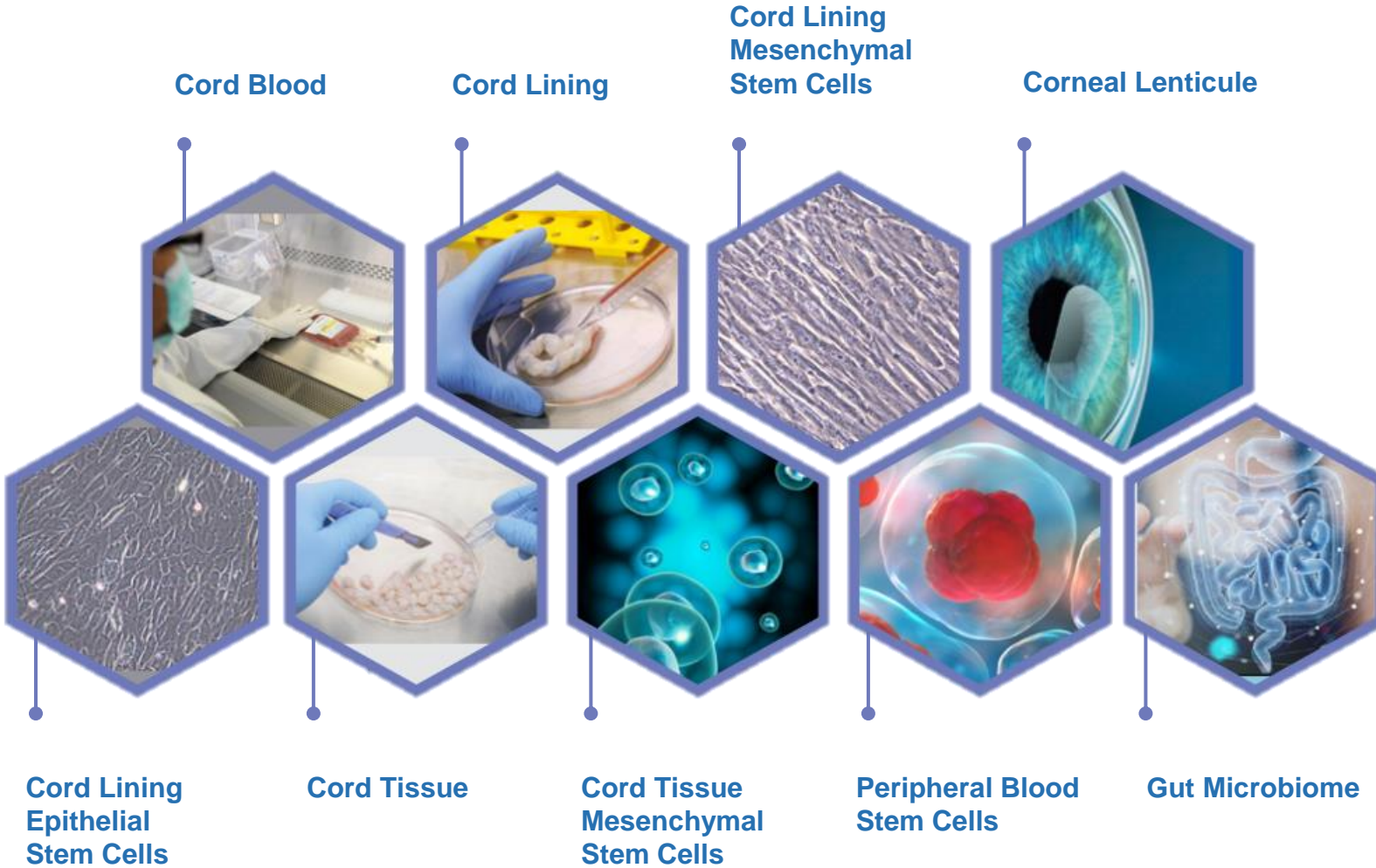
Our Network

Cordlife operates Asia's largest network of cord blood banks. With full stem cell banking facilities in six key markets, Cordlife is an industry leader in Singapore, Hong Kong, Indonesia and the Philippines, and one of the top three market leaders in India and Malaysia. Through its majority-owned subsidiary in Malaysia, Stemlife Berhad, Cordlife has an indirect stake in Thailand's largest private cord blood bank, Thai Stemlife.

Business Overview – Operating Segments

BANKING

- DIAGNOSTICS
- DIGITAL HEALTHCARE
- OTHERS



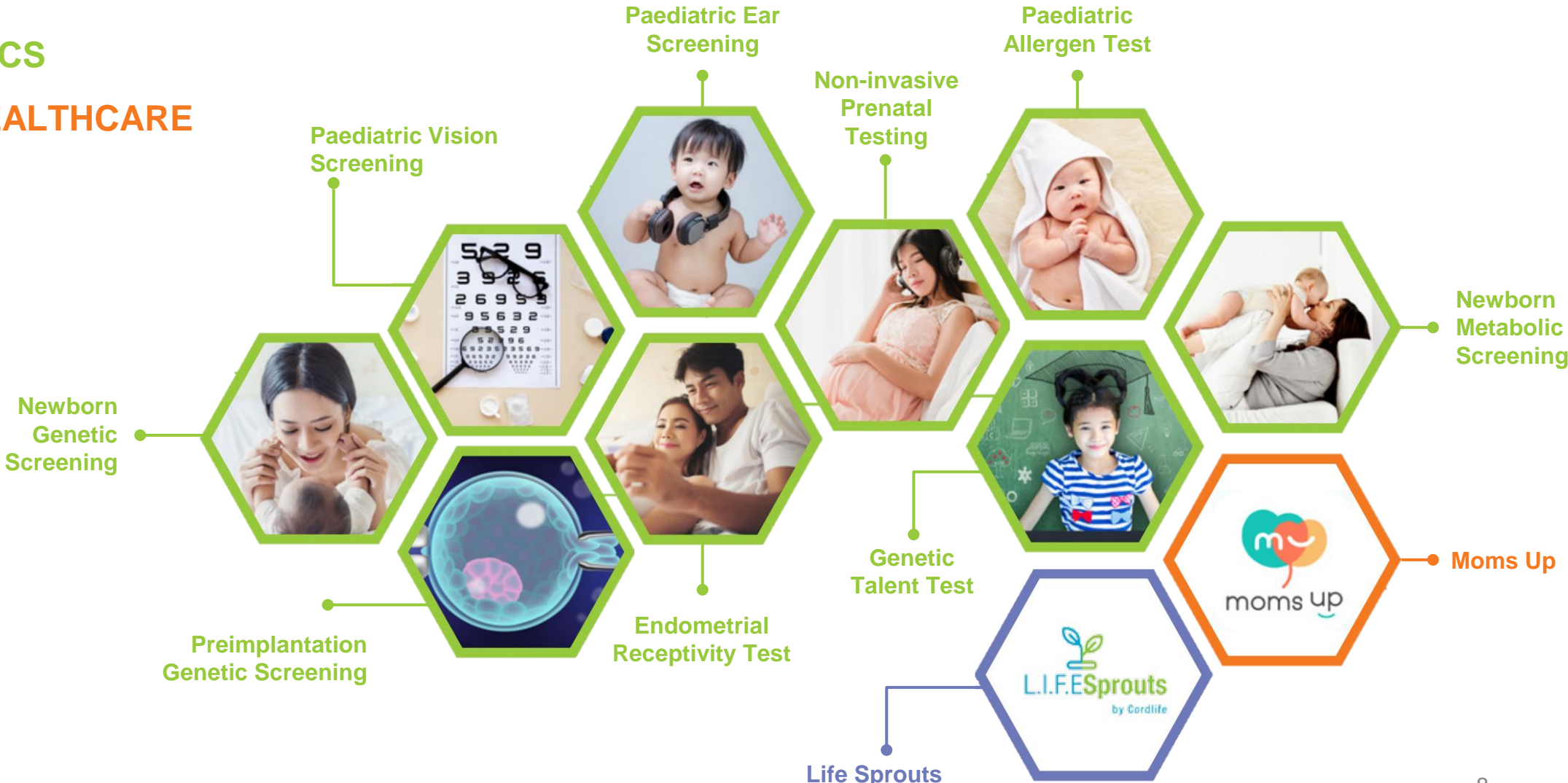
Business Overview – Operating Segments

BANKING

DIAGNOSTICS

DIGITAL HEALTHCARE

OTHERS



Corporate Developments

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2022 Corporate Milestones



Partnered with **Dharmais Cancer Hospital** to offer stem cell cryogenic storage services



Cordlife Hong Kong attained **AABB accreditation** for the 6th time



Healthbaby Hong Kong attained **CAP accreditation** for the 5th time



Partnered with **AMILI Pte. Ltd.** to launch the first-ever gut microbiome banking service in SEA



Launched the **expanded panel of the non-invasive prenatal test** – covers 116 microdeletion syndromes



Healthbaby Hong Kong attained **AABB accreditation** for the 8th time

JAN

FEB

MAR

APR/MA

JUN

AUG

SEP

OCT

NOV

DEC

Launched **Earscreen™** and **Talent Screening** services



Launched **Bebegene Buccal Swab**, a newborn genetic screening service.



Launched **lifestyle genetic test services**



Launched **NICE Premium**, a non-invasive prenatal test



First successful release of banked expanded mesenchymal stem cells for 2 patients



Attained **DCGI accreditation** for the 5th time



Stemlife Malaysia received **AABB accreditation** for the 3rd time



Launched **Bebegene**, a newborn genetic screening service



Received the **renewal of the cord blood banking and peripheral blood banking licence** from the Ministry of Health



Outlook & Growth Strategies

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Outlook

Business Outlook

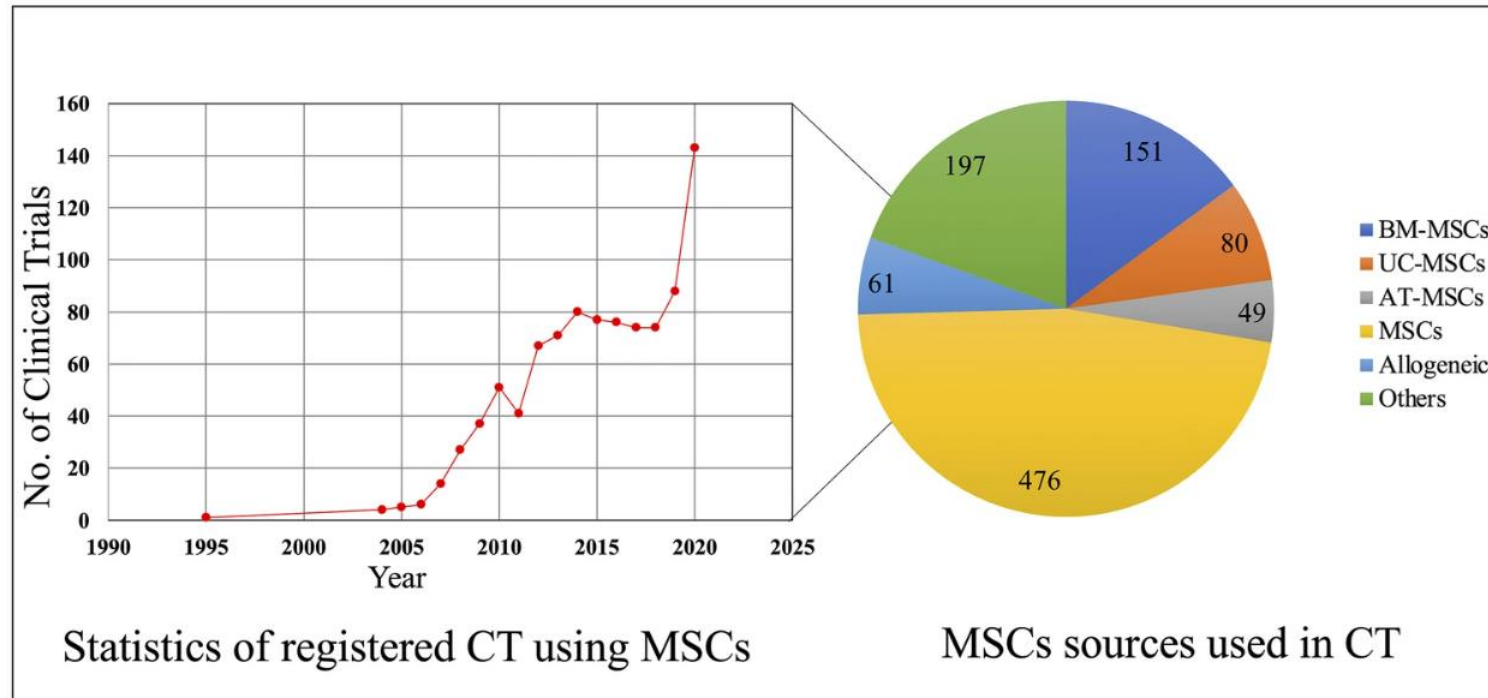
- The Group managed to achieve stability in revenue over the past quarters by adapting quickly and pivoting with the evolving landscape, with the diagnostics services continuing on a positive growth trajectory.
- The prolonged pandemic induced challenges, rising inflation in the global economy, supply chain issues and the surge in COVID-19 cases in Singapore due to multiple variants has impacted new customer sign-ups for banking services in the first half of the year.
- However, the 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.
- While the Group continues to deepen its digital capabilities, the return of large scale in-person events and baby expos will also serve as a significant channel to reach out to prospective customers.
- The implementation of several government initiatives in Singapore to manage the low fertility and birth rate is expected to also bode well for the Group.
- Increased research on and usage of stem cell therapy for regenerative services are expected to boost overall demand.

Group Initiatives

- Continue to focus on increasing our product and service offerings in our key markets, especially under the diagnostics segment, to increase customer lifetime value.
- Deepen our digital capabilities to improve our online customer experience and increase operational efficiency.
- Remain focused in developing an ecosystem with doctors and hospitals in the various markets to encourage the utilisation of stem cells.

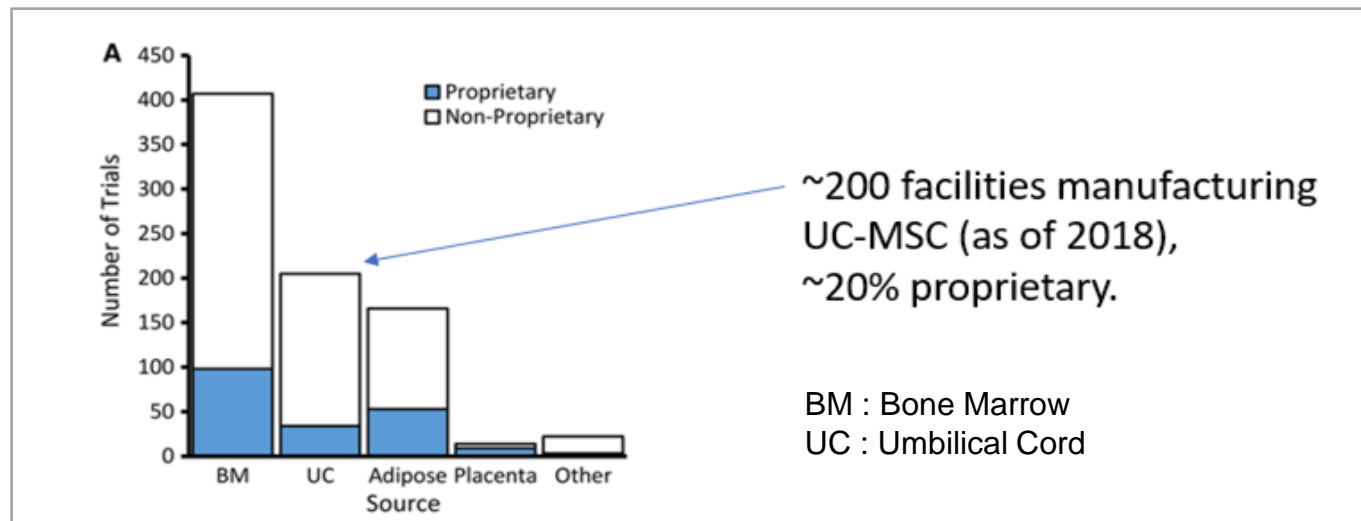
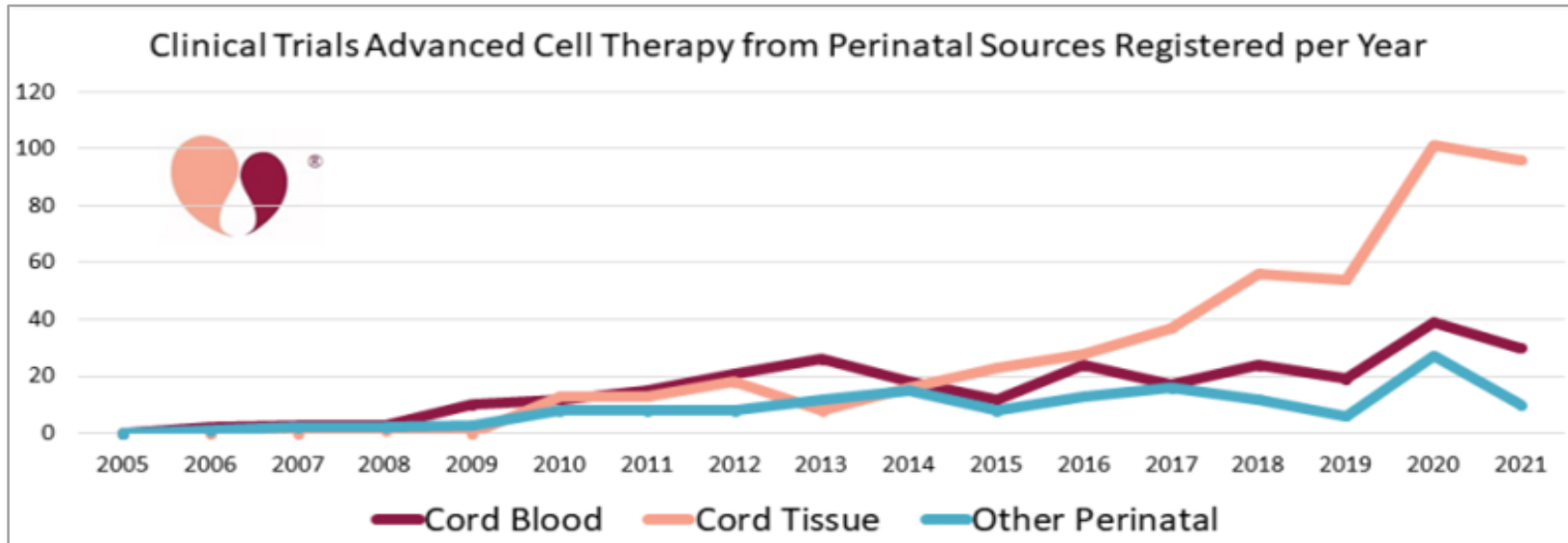
Increase In Mesenchymal Stem Cells-based Clinical Trials

There has been an increasing trend and utilisation rate in the field of stem cells and genetics, resulting in an expansion of opportunities and leverage potential. In the past decade, the annual number of clinical trials involving mesenchymal stem cell therapy has increased exponentially.



- **Graph A:** Line plot of yearly registered mesenchymal stem cells-based clinical trials at ClinicalTrials.gov since the first use in 1995 up to 2020.
- **Graph B:** Pie chart of number of clinical trials based on main sources used as highlighted in the legend.
- 476 clinical trials did not disclose the source of the MSCs, or the cells source is allogeneic.
- Others refers to cells derived from tissue such as placenta, denta pulp, amniotic mesenchymal stem cells among others.

Increase In Clinical Trials For Advanced Cell Therapy



Growth Strategies



Growth Strategies



Financial Highlights

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FY2022 Results Summary

REVENUE

S\$55.2 million

(2.7)% y-o-y

GROSS PROFIT

S\$37.2 million

(5.8)% y-o-y

GP MARGIN

67.4%

(2.3) pp y-o-y

NET PROFIT

S\$4.9 million

(20.4)% y-o-y

OPERATING
NET PROFIT MARGIN

6.6%

(3.2)pp y-o-y

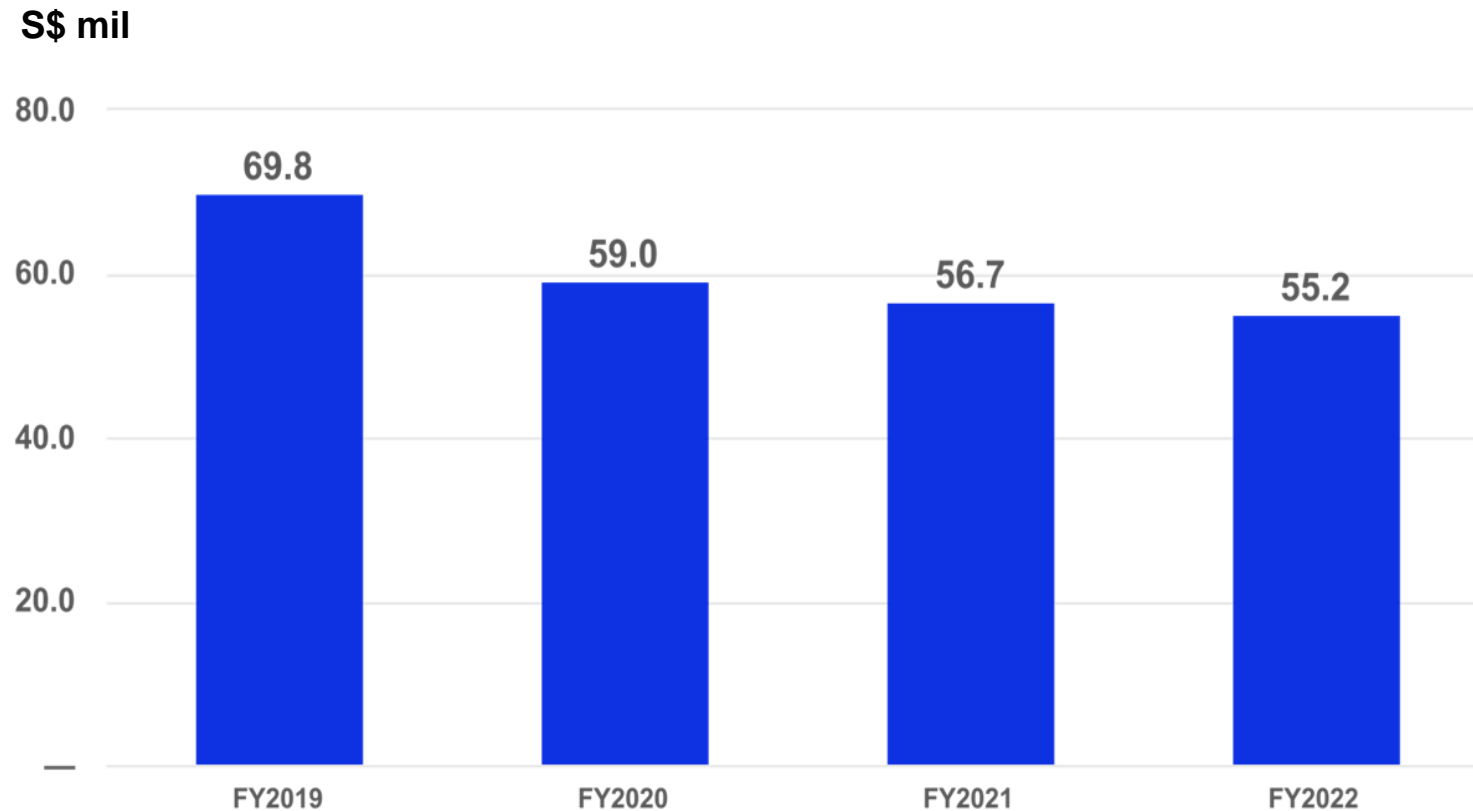
NET CASH₁

S\$79.3 million

+S\$0.3m from 31 Dec 2021

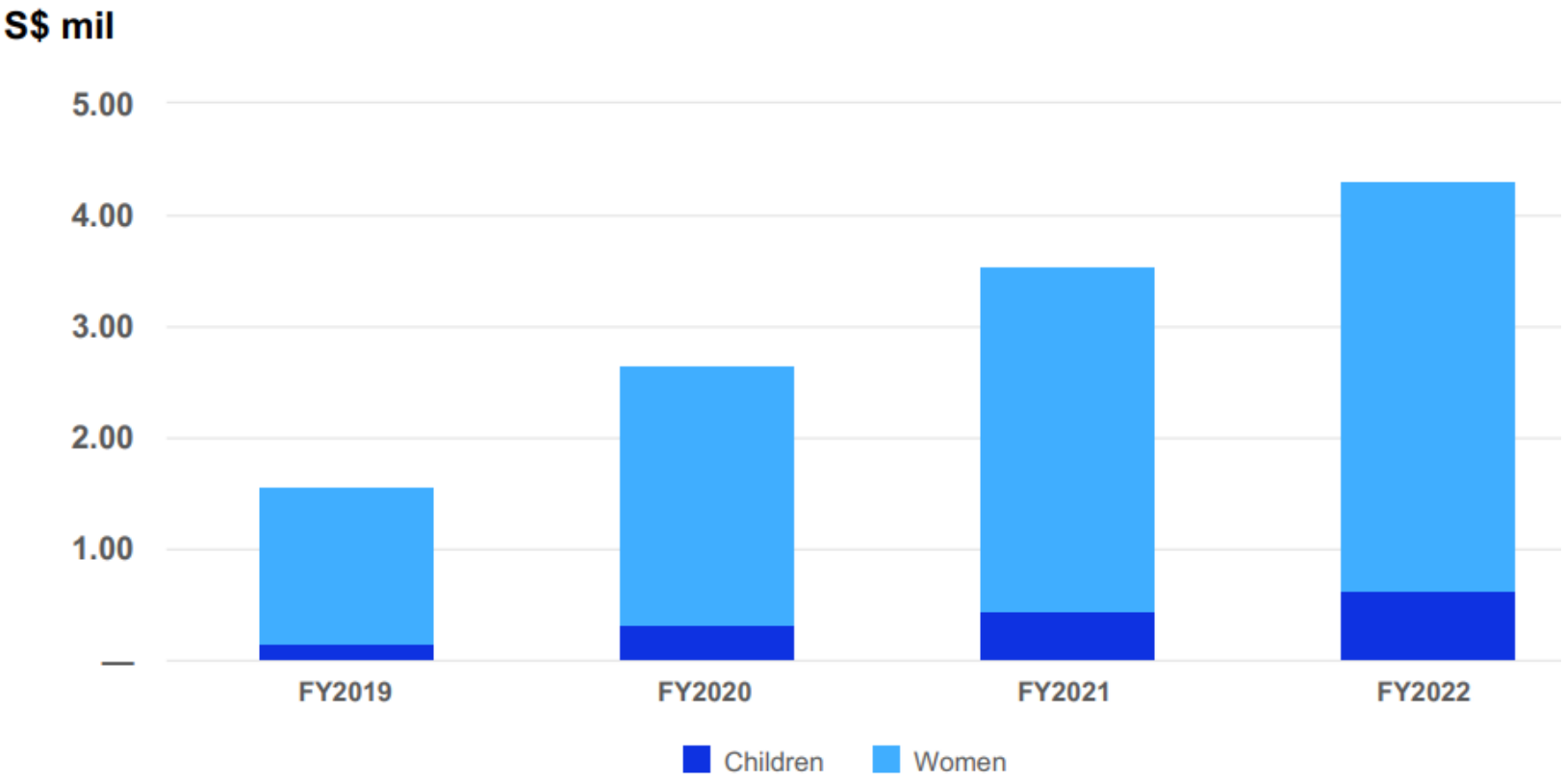
1: Includes cash and cash equivalents, fixed deposits, short-term and long-term investments less interest-bearing borrowings (current and non-current)

Financials – Revenue

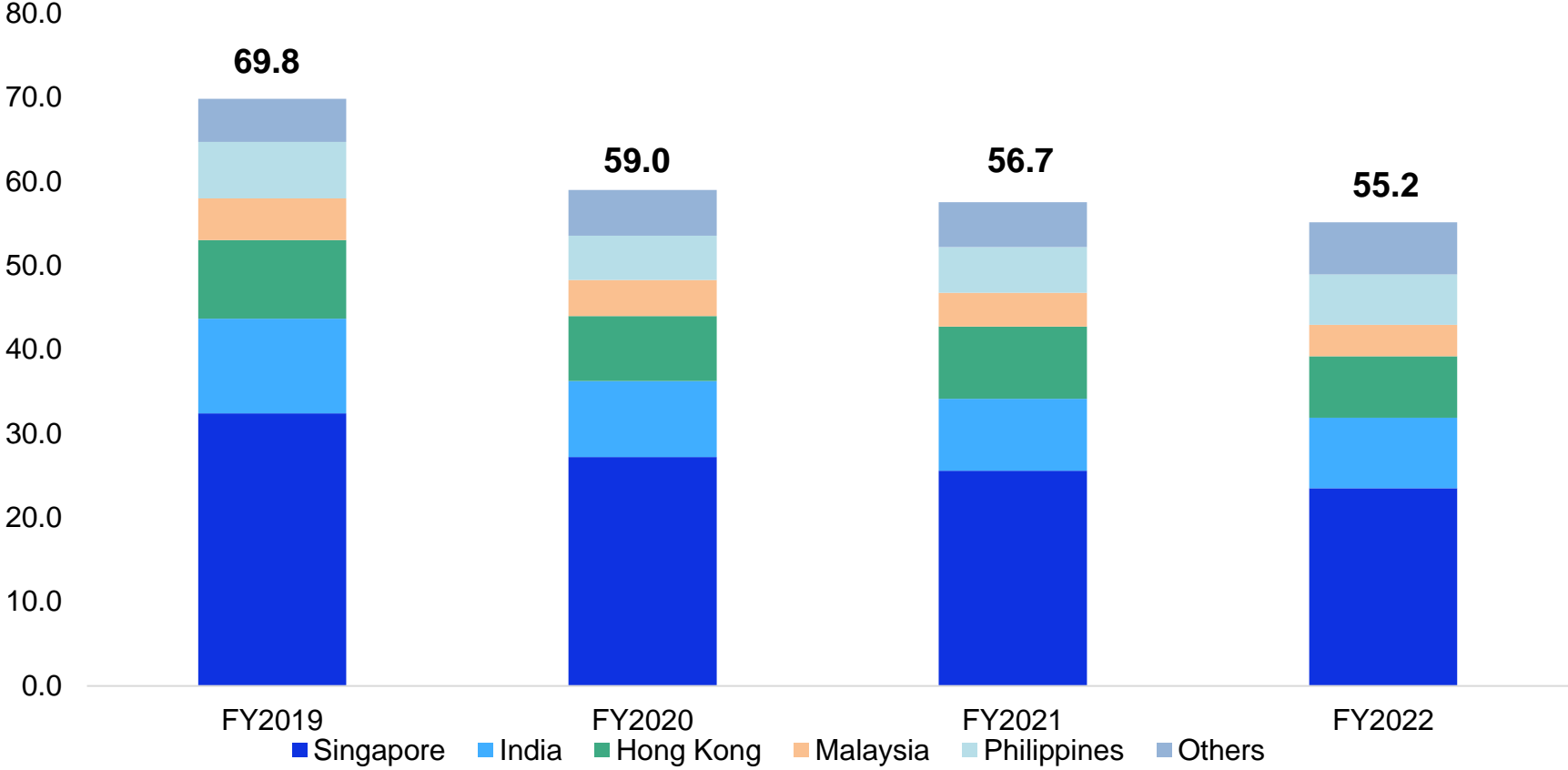


- The Group's FY2022 revenue decreased 2.7% year-on-year to S\$55.2 million.
- This was mainly due to lower new samples processed and stored in Singapore which was hit by a spike in COVID-19 cases at the start of the year, as well as challenging business conditions in light of macroeconomic factors.
- However, this was slightly buffered by higher revenue contribution from diagnostics services.

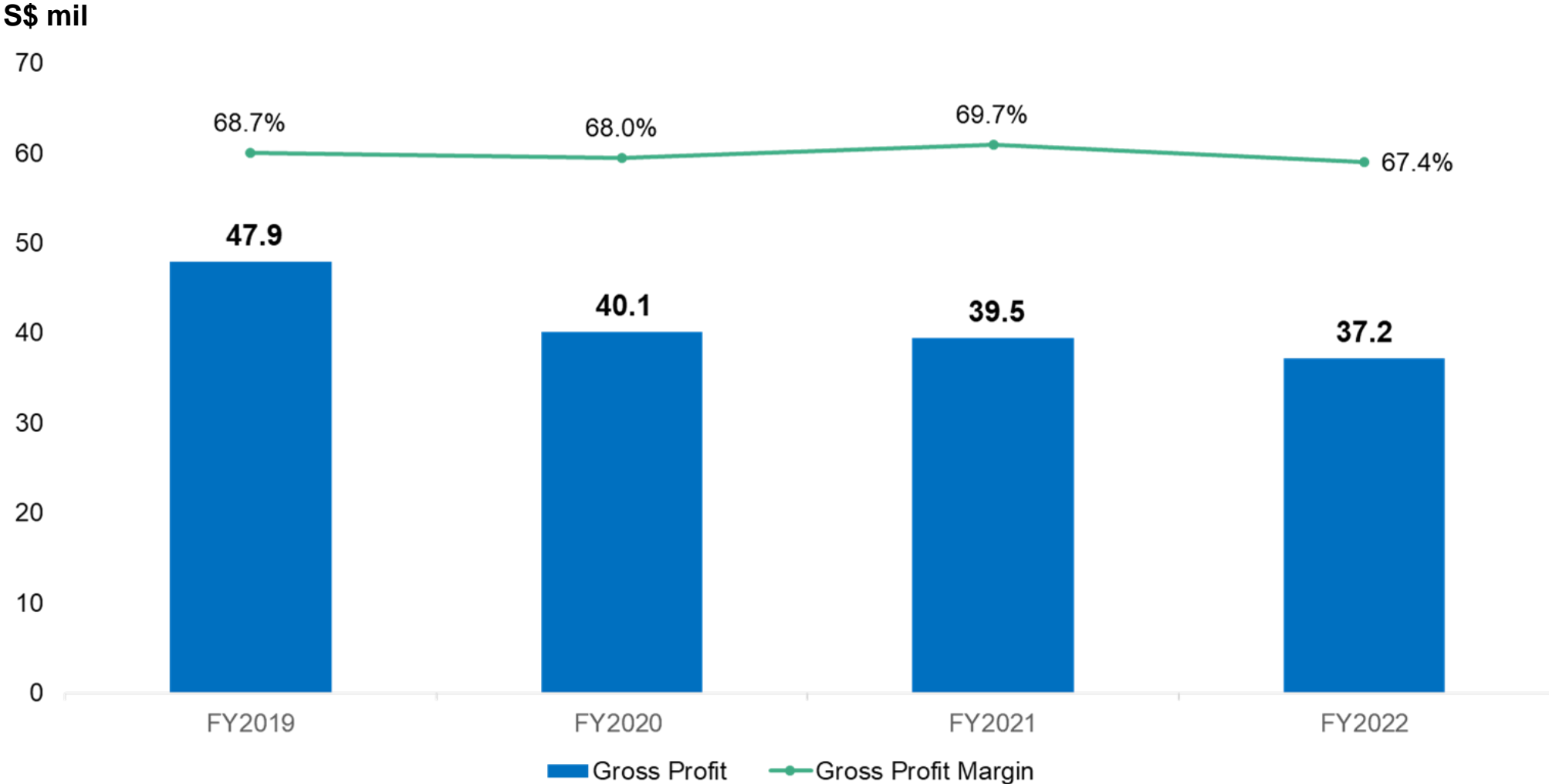
Financials – Steady Growth In The Diagnostics Segment



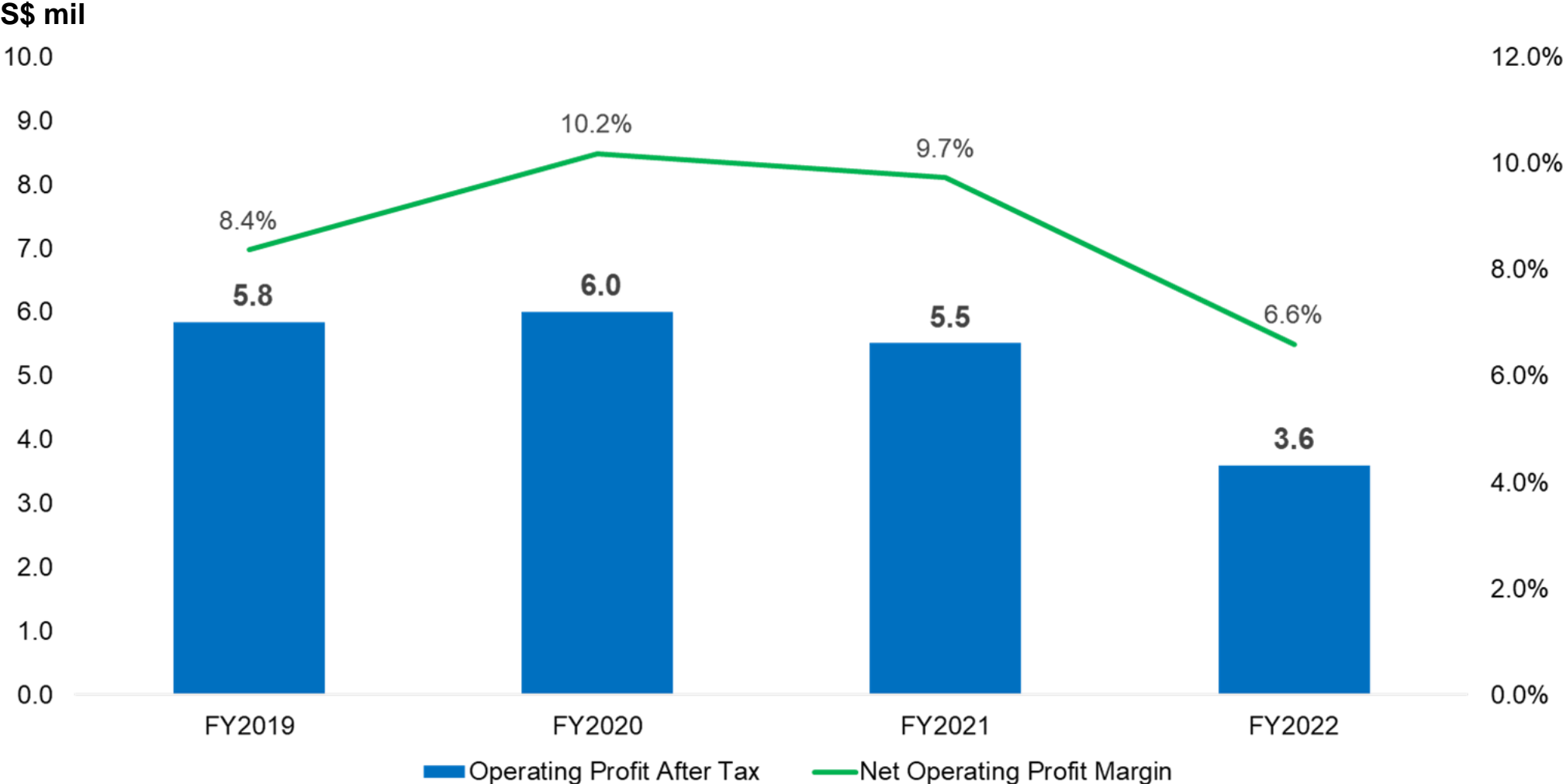
Financials – Focus On Geographical Diversification



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Cash Flow

S\$' mil	For the year ended 31 Dec 2022	For the year ended 31 Dec 2021
Net cash generated from operating activities	5.9	9.5
Net cash generated from / (used in) investing activities	4.4	(23.9)
Net cash (used in) / generated from financing activities	(11.7)	3.4
Cash & cash equivalents at end of the financial period	13.4	15.5

1: Net cash used in investing activities mainly comprise the net (placement)/redemption of short-term investments and transfer from/(to) term deposits of S\$2.3m (FY2021 : S\$(23.8)m).

Financials – Balance Sheet

S\$' mil	As at 31 Dec 2022	As at 31 Dec 2021
Net Assets	134.3	136.7
Borrowings	—	—
Gearing ₁ (%)	—	—
Cash & Cash Equivalents, Fixed Deposits, Short-term and Long-term Investments	79.3	79.0
Net Asset Value Per Share (SG cents)	52.48	53.54

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$13.4m as at 31 December 2022 (31 December 2021 : S\$15.5m).

Thank you for joining our
Annual General Meeting.

