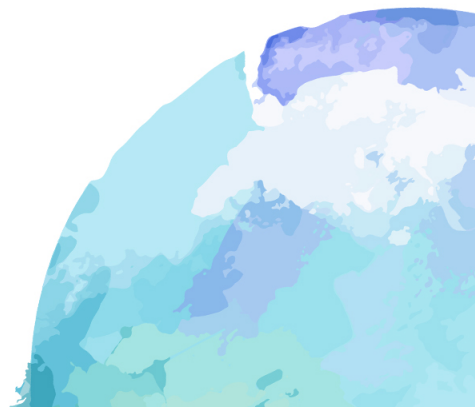




# **Q1FY2023 Business Updates**



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# Q1FY2023 Results Summary

REVENUE

**S\$14.1 million**

8.4% y-o-y

GROSS PROFIT

**S\$9.5 million**

8.9% y-o-y

GP MARGIN

**67.5%**

0.3 pp y-o-y

NET PROFIT

**S\$1.2 million**

19.7% y-o-y

OPERATING  
NET PROFIT MARGIN

**6.3%**

-0.8 pp y-o-y

NET CASH<sup>1</sup>

**S\$80.2 million**

+S\$0.9 million from 31 Dec 2022

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

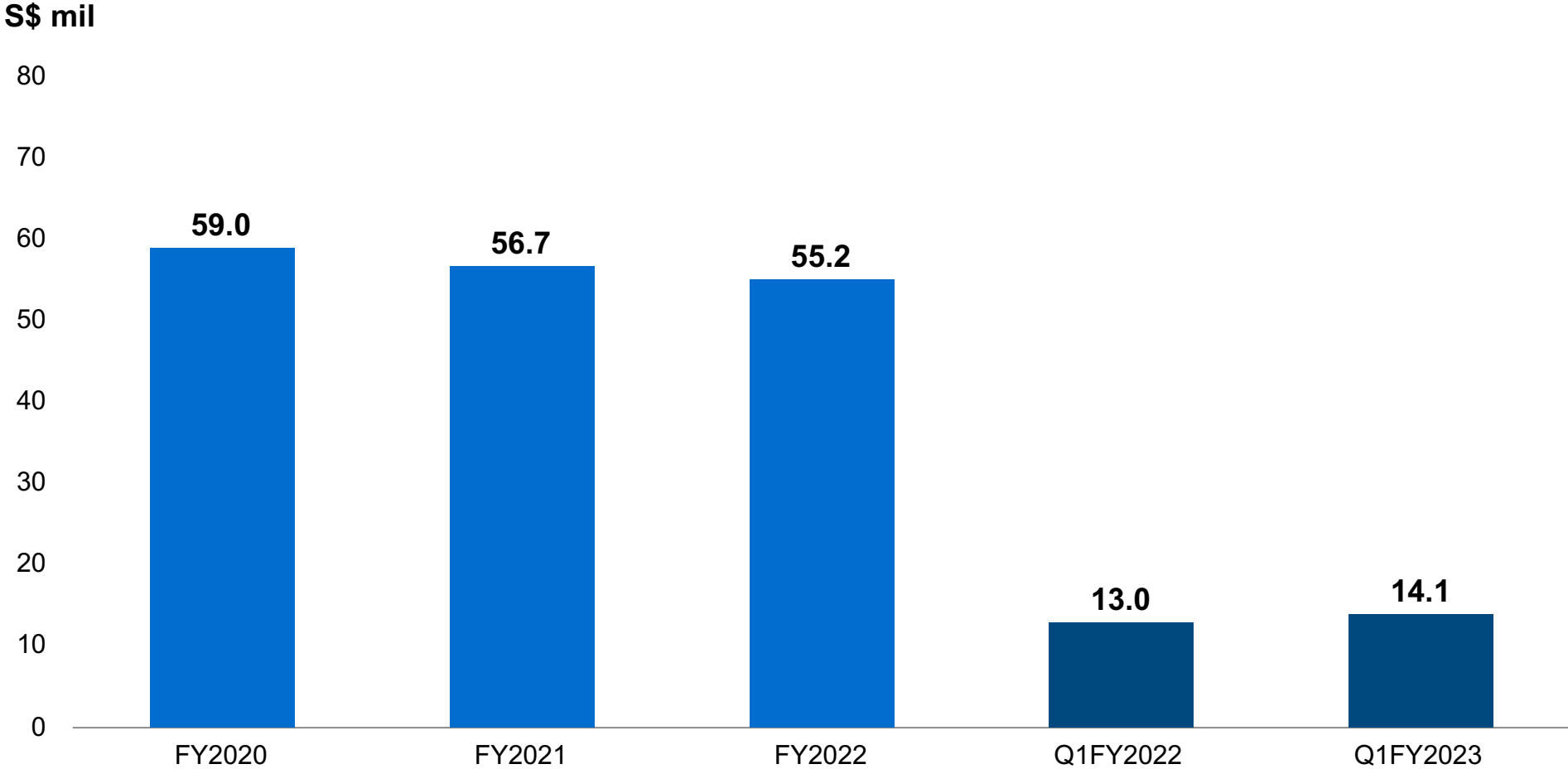
# Financial Highlights



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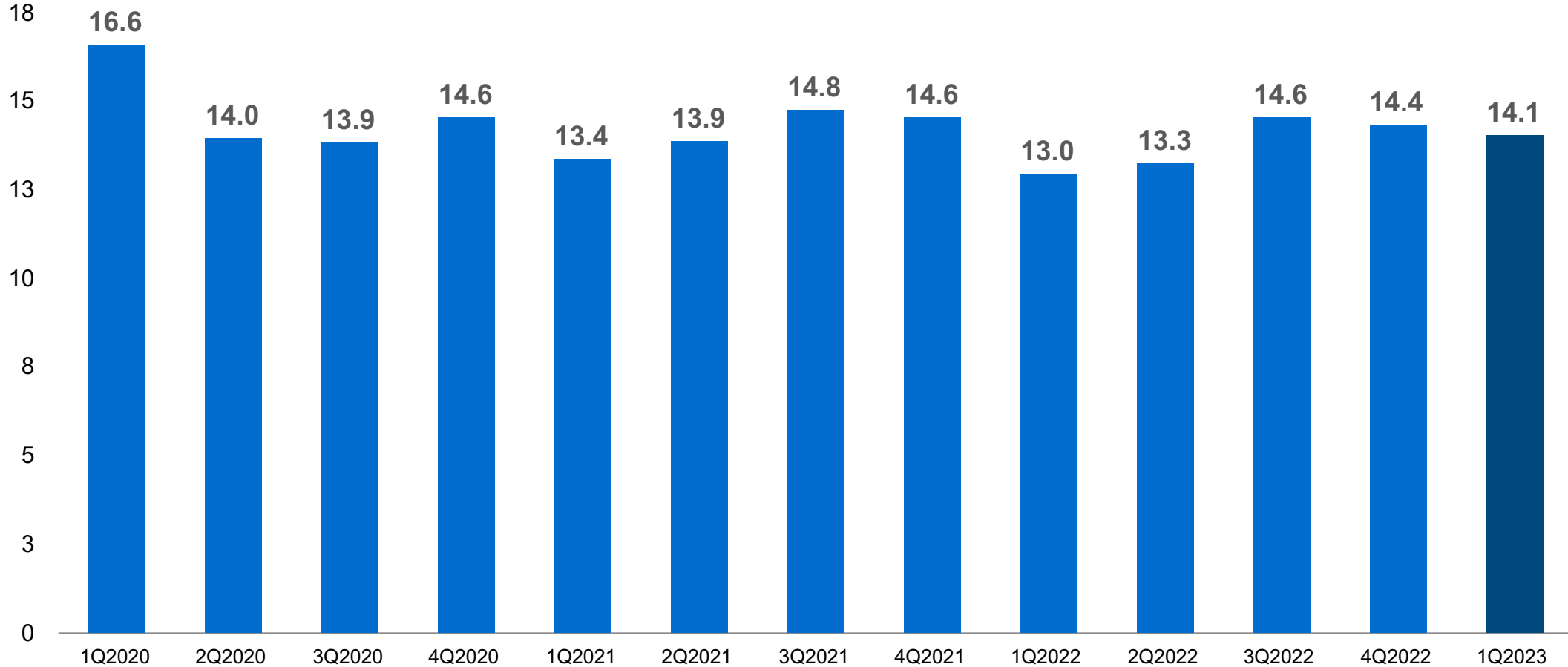
# Financials – Revenue



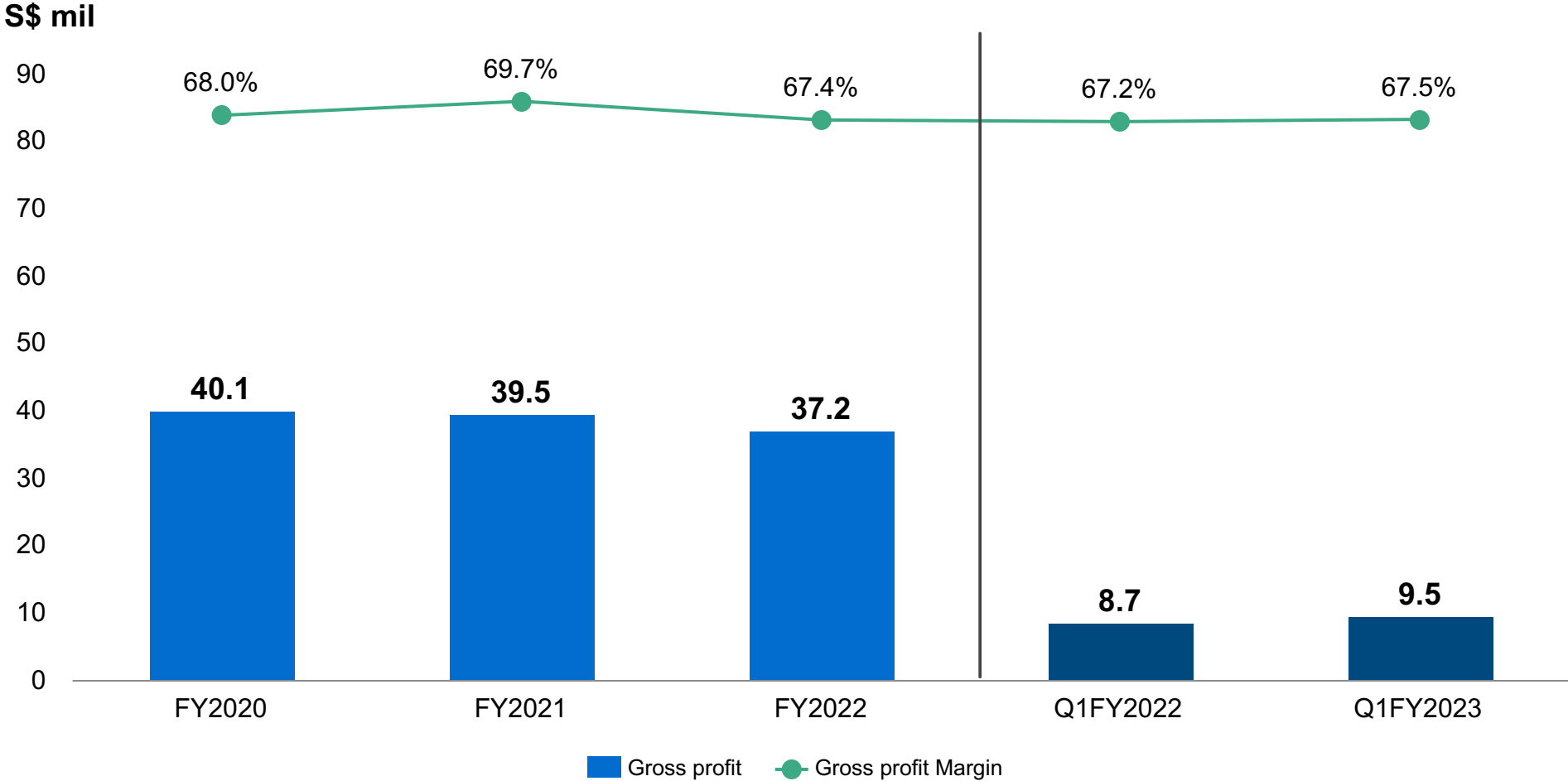
- The Group’s 1Q2023 revenue increased 8.4% against 1Q2022 to S\$14.1 million.
- Driven by a recovery in the banking revenue which increased 9.4% yoy to S\$12.9 million in 1Q2023.

# Financials – Quarter-on-quarter Revenue

S\$ mil

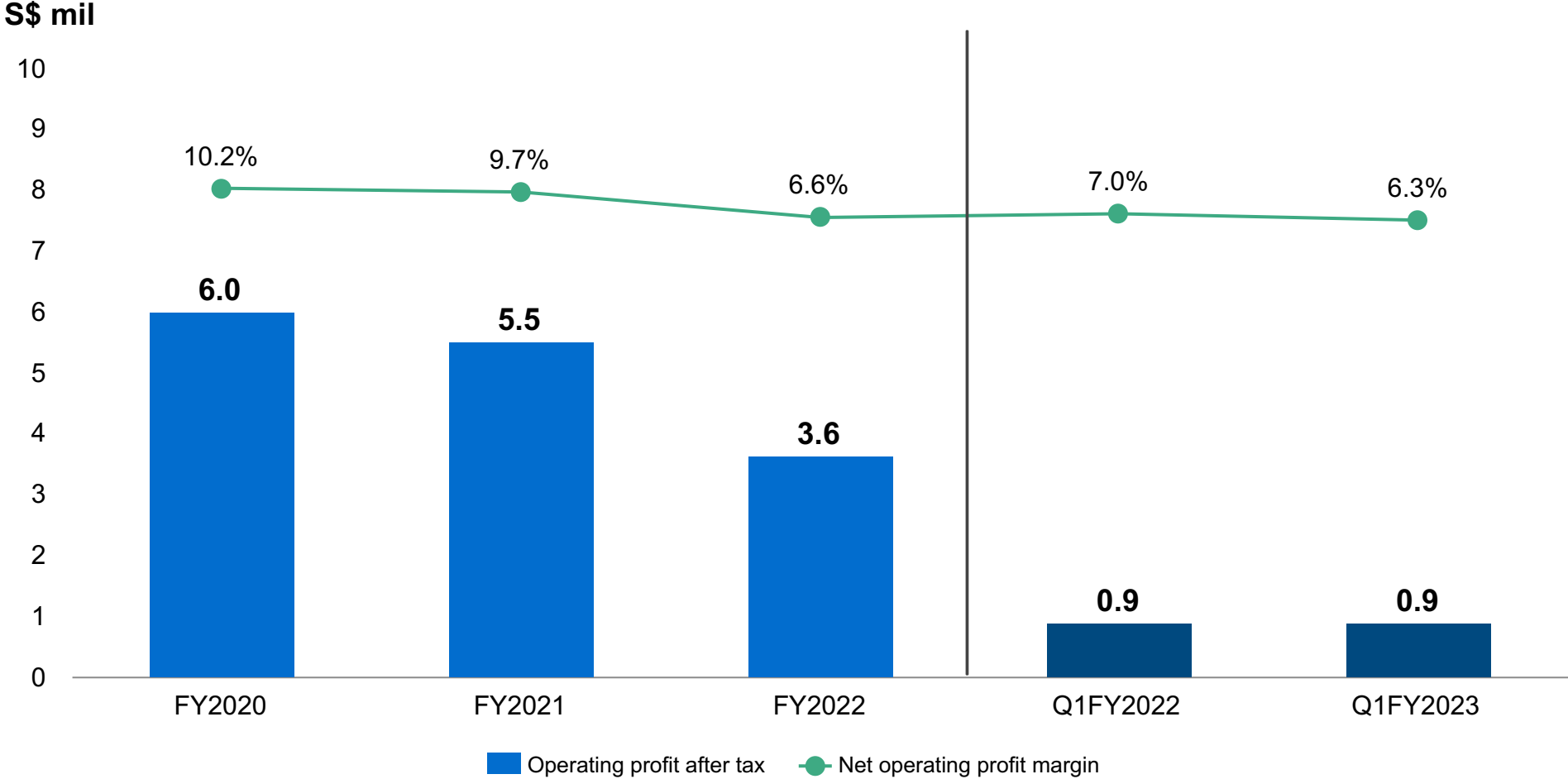


# Financials – Gross Profit





# Financials – Operating profit after tax



# Financials – Balance Sheet

S\$' mil	As at 31 Mar 2023	As at 31 Dec 2022
Net Assets	135.4	134.3
Borrowings	—	—
Gearing <sub>1</sub> (%)	—	—
Cash & Cash Equivalents <sub>2</sub> , Fixed Deposits and Short-term and Long-term Investments	80.2	79.3
Net Asset Value Per Share (SG cents)	52.84	52.48

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$11.7m as at 31 Mar 2023 (31 Dec 2022 : S\$13.4m).

# Financials – Cash Flow

S\$' mil	For the three months ended 31 Mar 2023	For the three months ended 31 Mar 2022
Net cash generated from operating activities	2.8	0.2
Net cash used in investing activities <sub>1</sub>	(4.2)	(1.5)
Net cash used in financing activities	—	—
Net decrease in cash and cash equivalents during the financial period	(1.7)	(1.4)

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\$(3.2)m (Q1FY2022 : S\$(3.9)m, offset by proceeds from sale of investment property of S\$2.8m).

# Outlook & Growth Strategies

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## **Business Outlook**

- The Group managed to achieve stability in revenue over the past quarter by adapting quickly and pivoting with the evolving landscape, with the diagnostics services continuing on a positive growth trajectory.
- Consumer spending remains tight amidst high and persistent inflation. However, the growing adoption of an endemic approach towards COVID-19 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 Group's banking segment is also expected to benefit from the increase in large scale in-person events and baby expos in its outreach 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 diagnostic 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.

# Growth Strategies



# Growth Strategies

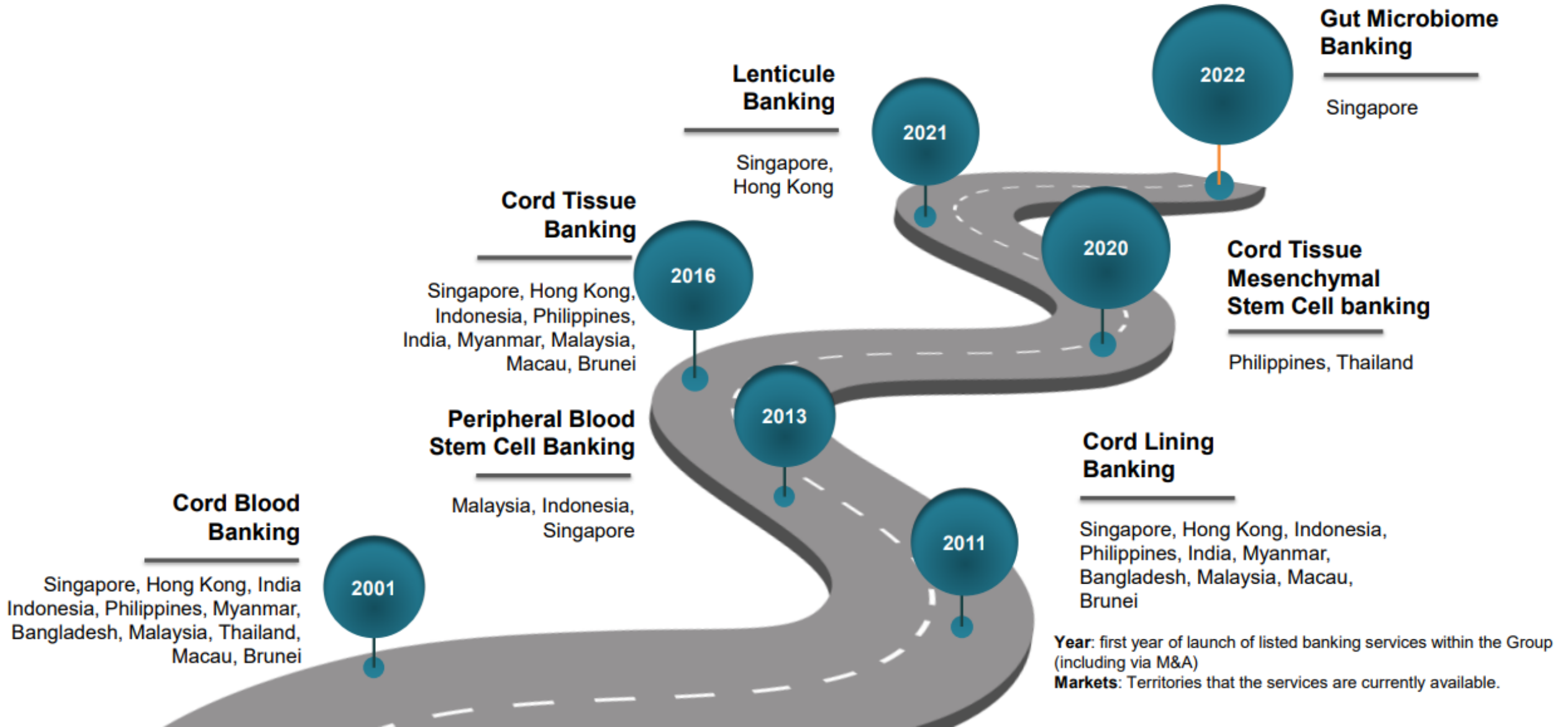


# Growth Strategies





# Banking Services



**Thank  
you**

