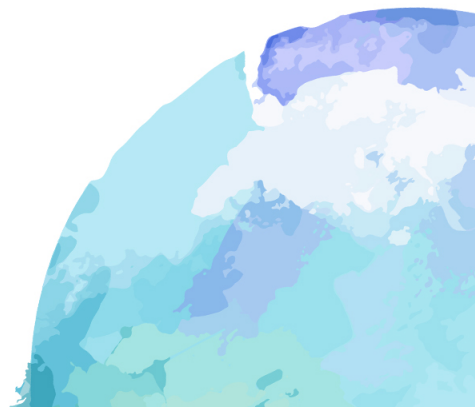




**9MFY2023  
Business Updates**



# 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 Results Summary
- 2 Financial Highlights
- 3 Outlook & Growth Strategies

# 9MFY2023 Results Summary

REVENUE

**S\$43.0 million**

5.4% y-o-y

GROSS PROFIT

**S\$29.1 million**

5.9% y-o-y

GP MARGIN

**67.7%**

0.4 pp y-o-y

NET PROFIT

**S\$3.6 million**

27.6% y-o-y

OPERATING  
NET PROFIT MARGIN

**6.5%**

0.6 pp y-o-y

NET CASH<sup>1</sup>

**S\$85.0 million**

+S\$5.7 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)

# 3QFY2023 Results Summary

REVENUE

**S\$14.7 million**

+0.8% y-o-y

GROSS PROFIT

**S\$9.9 million**

0.6% y-o-y

GP MARGIN

**67.8%**

-0.1 pp y-o-y

NET PROFIT

**S\$1.4 million**

47.4% y-o-y

OPERATING  
NET PROFIT MARGIN

**7.4%**

2.0 pp y-o-y

NET CASH<sup>1</sup>

**S\$85.0 million**

+S\$5.7 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)

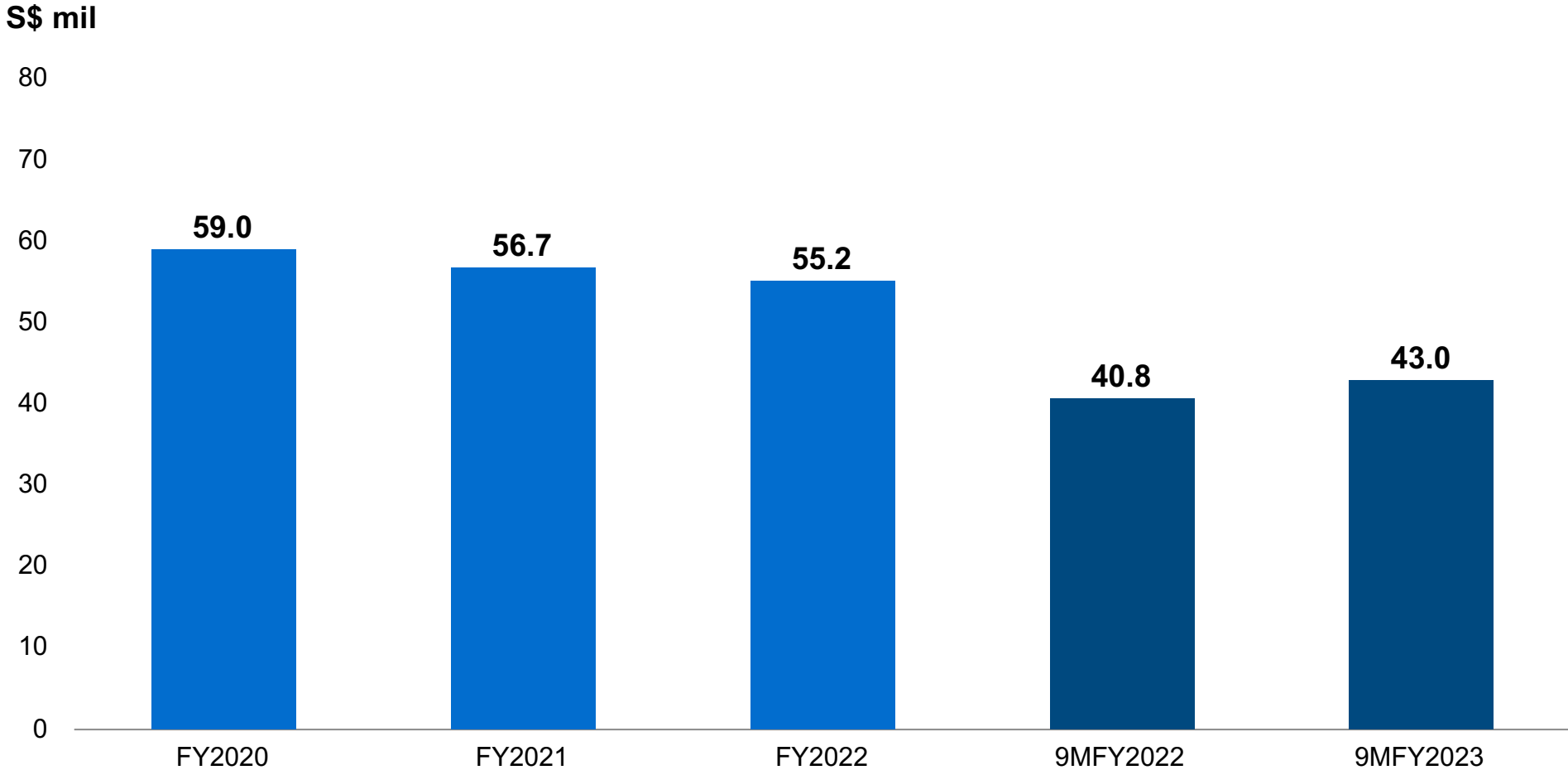
# Financial Highlights



cordlife

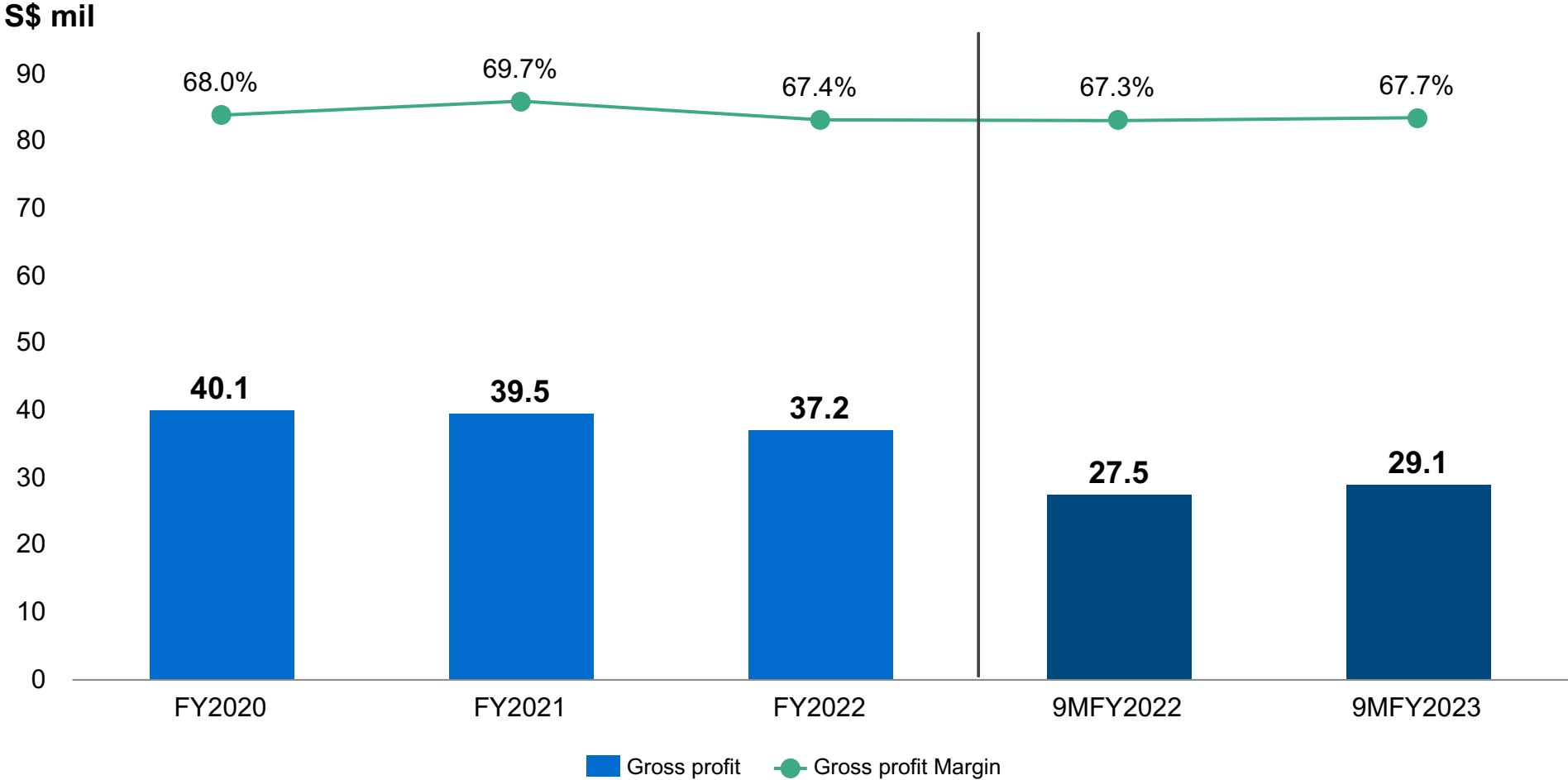


# Financials – Revenue



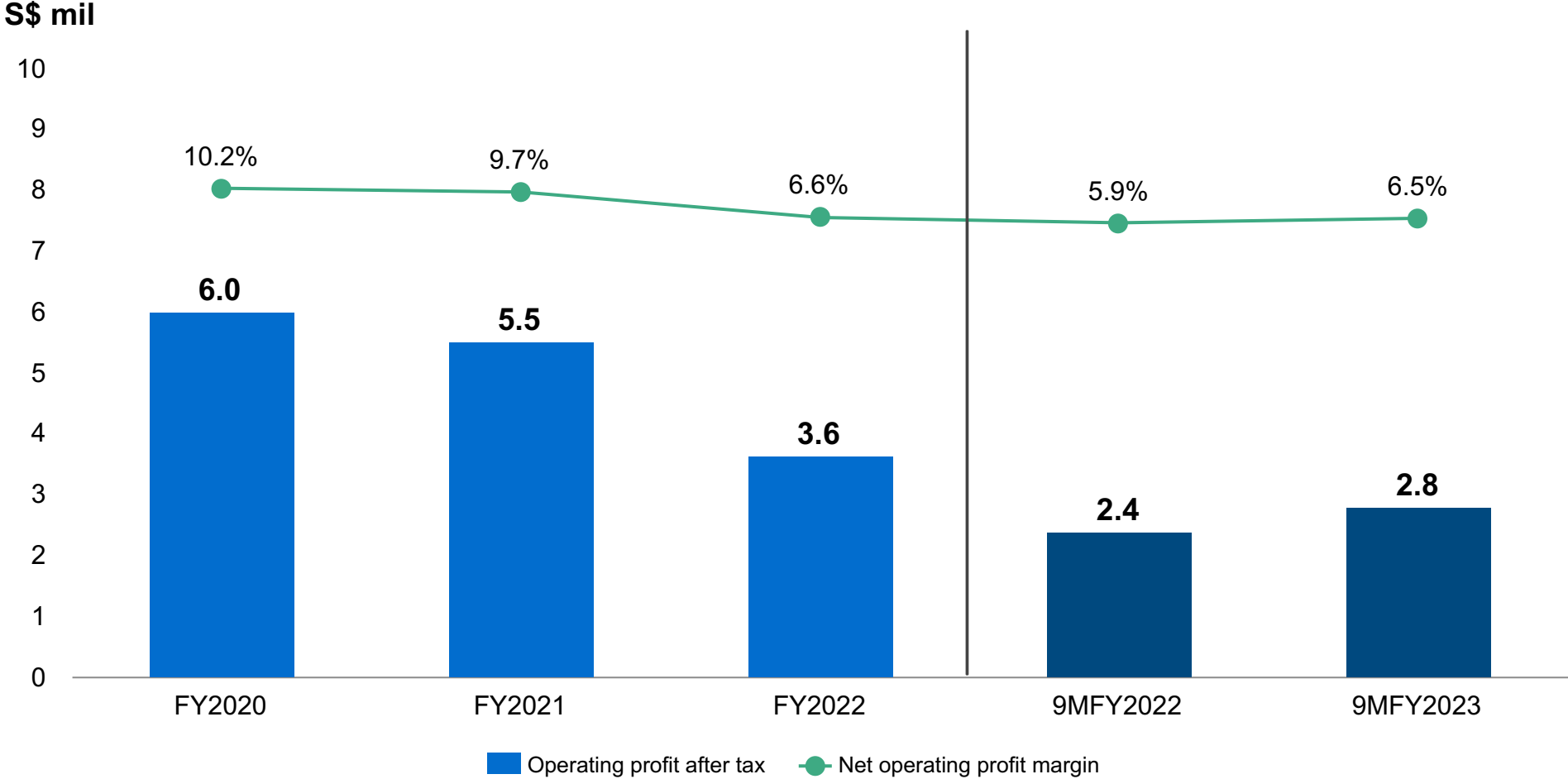
- The Group's 9M2023 revenue increased 5.4% against 9M2022 to S\$43.0 million.
- Driven by a recovery in the banking revenue which increased 5.0% yoy to S\$39.5 million in 9M2023.

# Financials – Gross Profit





# Financials – Operating profit after tax



# Financials – Balance Sheet

| S\$' mil   | As at 30 Sep 2023 | As at 31 Dec 2022 |
|--|-------------------|-------------------|
| Net Assets   | 137.1             | 134.3             |
| Borrowings   | —                 | —                 |
| Gearing <sub>1</sub> (%)   | —                 | —                 |
| Cash & Cash Equivalents <sub>2</sub> , Fixed Deposits and Short-term and Long-term Investments | 85.0              | 79.3              |
| Net Asset Value Per Share (SG cents)   | 53.48             | 52.48             |

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$14.8m as at 30 Sep 2023 (31 Dec 2022 : S\$13.4m).

# Financials – Cash Flow

| S\$' mil  | For the nine months ended 30 Sep 2023 | For the nine months ended 30 Sep 2022 |
|---|---------------------------------------|---------------------------------------|
| Net cash generated from operating activities                          | 8.5                                   | 5.8                                   |
| Net cash used in investing activities <sub>1</sub>                    | (6.9)                                 | 0.8                                   |
| Net cash used in financing activities                                 | —                                     | (2.3)                                 |
| Net decrease in cash and cash equivalents during the financial period | 1.4                                   | 5.7                                   |

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\$(5.1)m (9MFY2022 : S\$2.6m).

# Outlook & Growth Strategies

cordlife



# Outlook

## **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. Challenging economic and geopolitical developments like the recent Israel-Hamas conflict also continue to threaten economies around the world. However, there has been an increase in the willingness to spend on preventive care and comprehensive healthcare solutions.
- 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





**Thank  
you**

