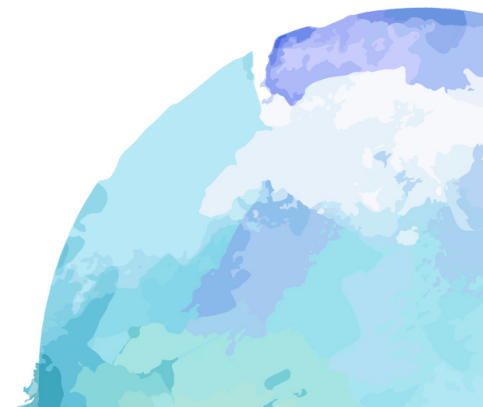




# **1H2023 Results Presentation**





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# 1H2023 Results Summary

## REVENUE

**S\$28.3 million**

7.9% y-o-y

## GROSS PROFIT

**S\$19.2 million**

9.0% y-o-y

## GP MARGIN

**67.6%**

0.6 pp y-o-y

## NET PROFIT

**S\$2.2 million**

17.7% y-o-y

## OPERATING NET PROFIT MARGIN

**6.4%**

0.1 pp y-o-y

## NET CASH<sup>1</sup>

**S\$82.7 million**

+S\$3.4 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

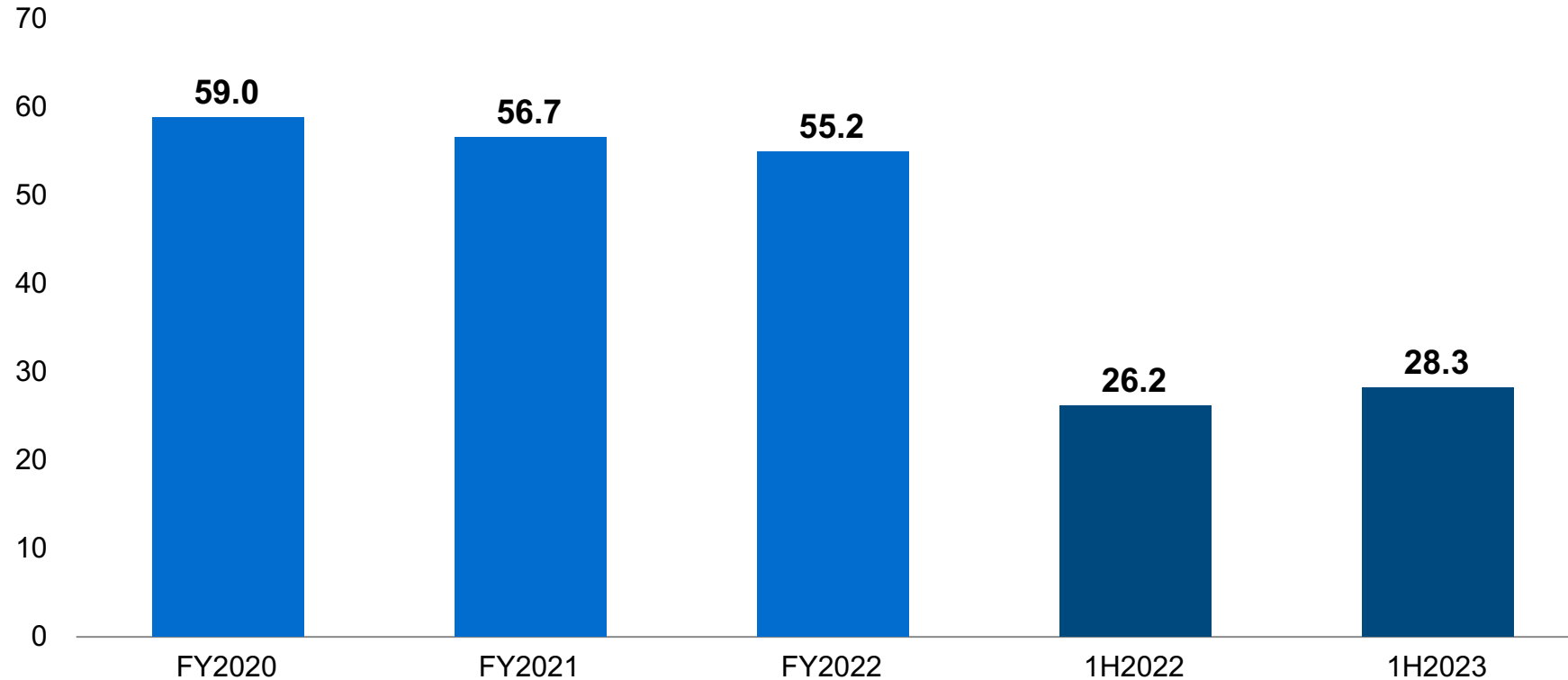
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# Financials – Revenue

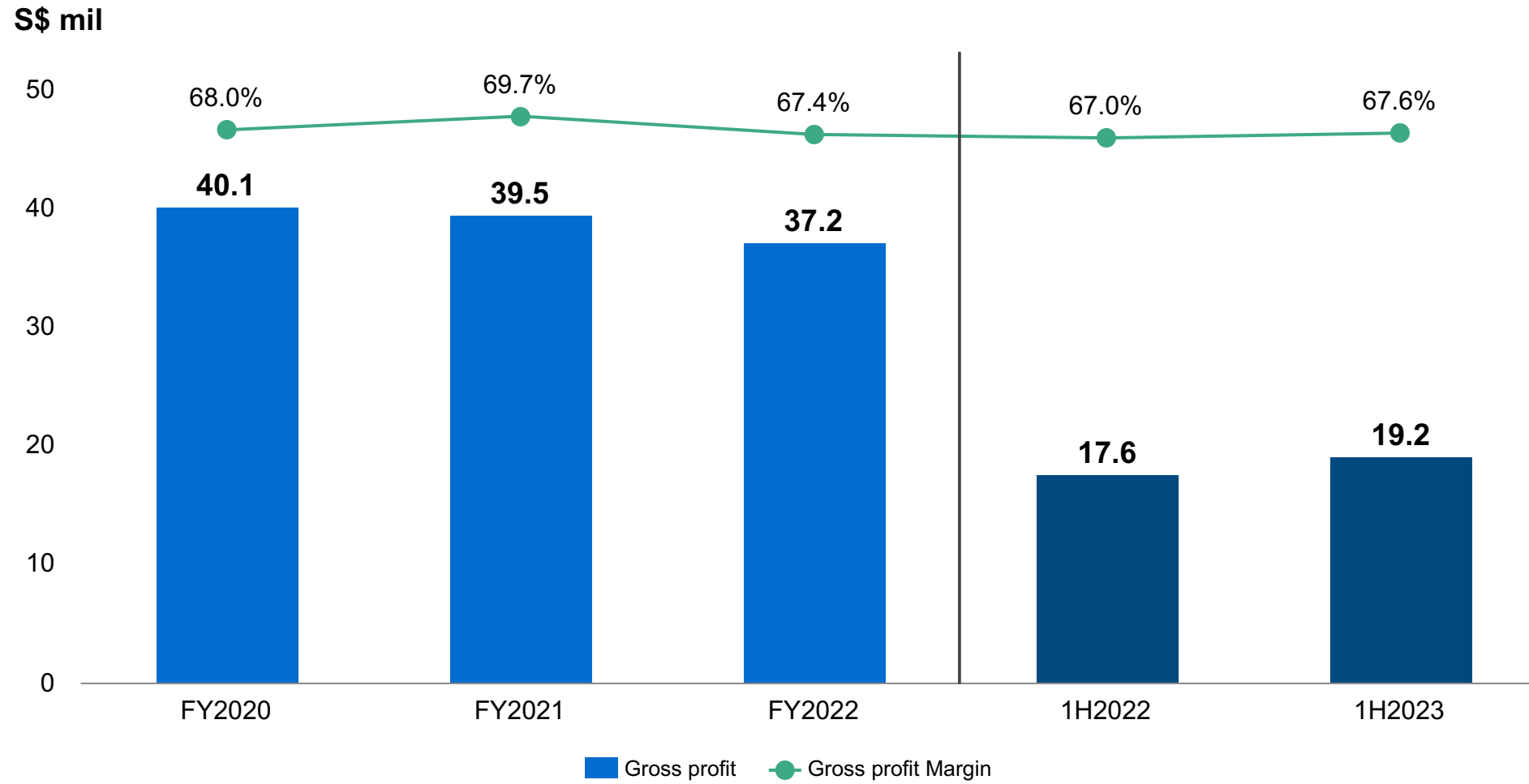
S\$ mil



- The Group's 1H2023 revenue increased 7.9% yoy to S\$28.3 million.
- Driven by a recovery in banking revenue which increased 7.9% yoy to S\$26.0 million on the back of a 6.0% increase in new samples processed and stored as the Group intensified in-person marketing campaigns in 1H2023.
- Also supported by increase in revenue from diagnostic segment which increase 8.2% yoy to S\$2.3 million.

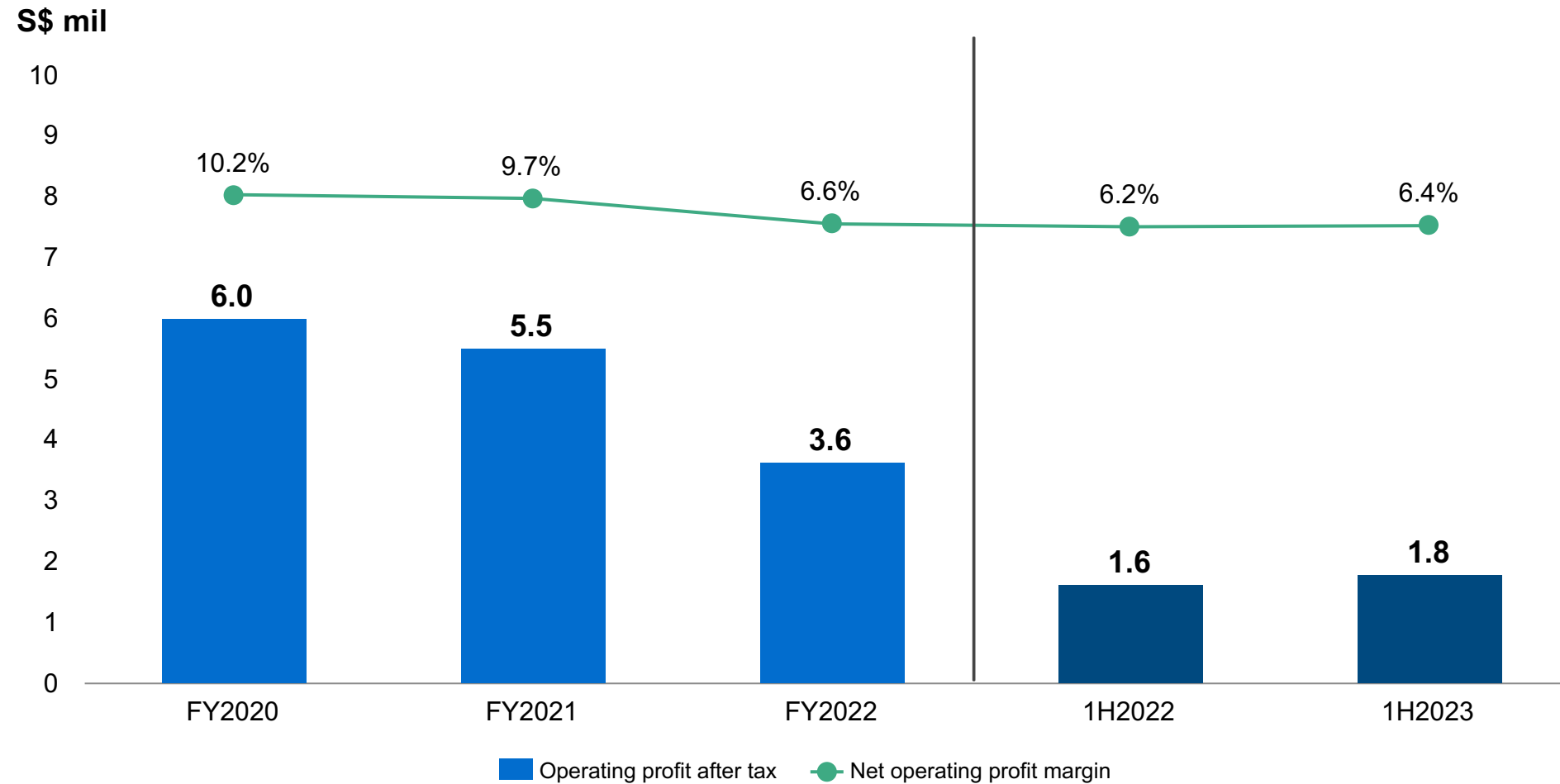


# Financials – Gross Profit





# Financials – Operating profit after tax





# Financials – Balance Sheet

| S\$' mil   | As at 30 Jun 2023 | As at 31 Dec 2022 |
|--|-------------------|-------------------|
| Net Assets   | 136.0             | 134.3             |
| Borrowings   | —                 | —                 |
| Gearing <sub>1</sub> (%)   | —                 | —                 |
| Cash & Cash Equivalents <sub>2</sub> , Fixed Deposits and Short-term and Long-term Investments | 82.7              | 79.3              |
| Net Asset Value Per Share (SG cents)   | 53.06             | 52.48             |

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$15.3m as at 30 Jun 2023 (31 Dec 2022 : S\$13.4m).



# Financials – Cash Flow

| S\$' mil  | For the six months ended 30 Jun 2023 | For the six months ended 30 Jun 2022 |
|---|--------------------------------------|--------------------------------------|
| Net cash generated from operating activities                          | 5.4                                  | 1.3                                  |
| Net cash used in investing activities <sub>1</sub>                    | (3.7)                                | (0.7)                                |
| Net cash used in financing activities                                 | —                                    | (2.3)                                |
| Net decrease in cash and cash equivalents during the financial period | 1.8                                  | (1.7)                                |

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\$(2.4m) (1H2022 : S\$(3.9m)), purchase of property, plant and equipment of S\$(1.7m) (1H2022 : S\$(0.9m)) and offset by dividend received from associate of S\$0.5m (1H2022 : S\$0.2m).



# Outlook & Growth Strategies



# Outlook

## Business Outlook

- The Group managed to achieve stability in revenue over the past half year by adapting quickly and pivoting with the evolving landscape, with diagnostic services continuing on a positive growth trajectory.
- Consumer spending remains tight amidst high and persistent inflation. 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



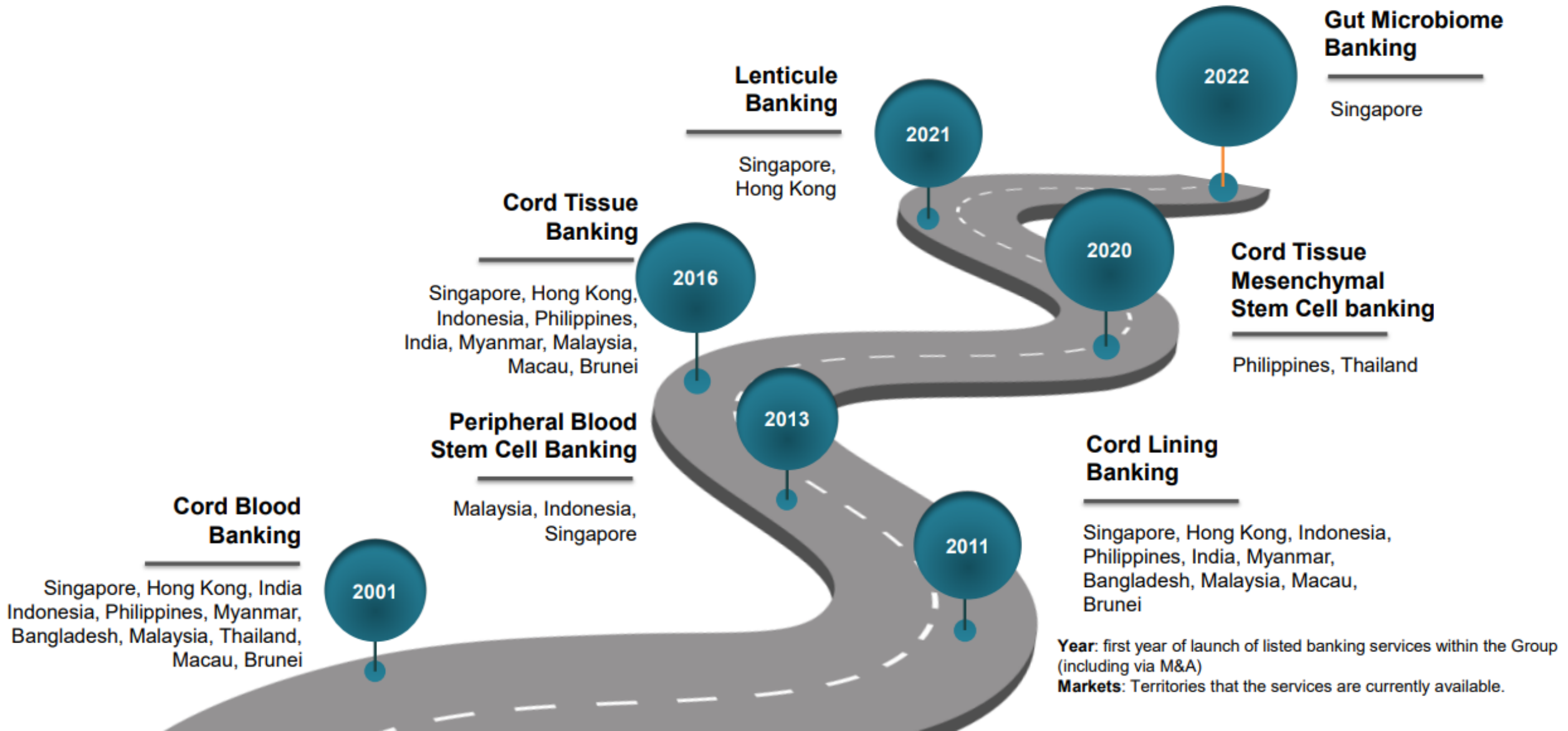


# Growth Strategies





# Banking Services





**Thank  
you**

