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1QFY2016 RESULTS PRESENTATION

November 2015



cordlife – A Consumer Healthcare Company, listed on the Mainboard of SGX-ST.

FDA REGISTERED

ISO 9001:2008 certified

Cordlife Singapore, Hong Kong & India are AAA Accredited

www.cordlife.com
Singapore | Hong Kong | India
Indonesia | Philippines

FINANCIAL HIGHLIGHTS

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1QFY2016 Financial Highlights

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(S$'mil)	1QFY2015	1QFY2016	+/(-)% Chg
Total revenue	13.3	14.5	9.7
Cost of sales	4.2	4.6	9.2
Gross profit	9.1	10.0	9.9
Gross profit margin	68.3%	68.5%	0.2p.p
Other operating income	0.2	0.1	(37.4)
Selling and marketing expenses	4.4	4.3	(1.0)
Administrative expenses	3.2	4.0	25.1
Finance income	0.1	0.1	31.2
Finance costs	0.04	0.06	46.2
Profit before income tax from operations	**1.7**	**1.8**	**4.5**
Non-core items*	(4.9)	6.2	n.m.
Profit before income tax	**(3.2)**	**8.0**	**n.m.**
Income tax expense	(0.3)	(0.4)	11.4
Profit for the financial year	**(3.6)**	**7.6**	**n.m.**

*Note: *non-core items shown on next slide*
Figures might not tally due to rounding of numbers

1QFY2016 Financial Highlights – Non-core Items

(S$'mil)	1QFY2015	1QFY2016	+/(-)% Chg
Share of results of associate	(0.02)	0.06	n.m.
Fair value changes on financial asset designated at fair value through profit or loss	(4.9)	2.1	n.m.
Fair value changes on derivative	-	(4.8)	n.m.
Exchange differences	-	7.9	n.m.
Finance income	-	2.7	n.m.
Finance costs	-	(1.7)	n.m.

Financial Highlights

Healthy balance sheet

As at September 30, 2015	S$'000
Cash and cash equivalents, fixed deposits, short term investments *	27,208
Total Assets	344,429
Total Liabilities	175,367
Total Equity	169,062

**Inclusive of S$12.3 million in fixed deposits, S$1.2 million in short term investments and exclusive of S$0.3 million in pledged fixed deposits*

Financial Highlights

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Strong cash position

- Well-poised for further market penetration and expansion at home and overseas
- Strategic use of cash for accretive investments
- Limited capital expenditure going forward

S$'000	1QFY2015	1QFY2016
Operating cash flows before movement in working capital	1,564	1,665
Net cash used in operating activities	(694)	(1,793)
Net cash generated from / (used in) investing activities	145	(76)
Net cash used in financing activities	(7,285)	(78)
Cash & Cash equivalents, fixed deposits, short term investments and exclusive of pledged fixed deposits	**37,137***	**27,208****

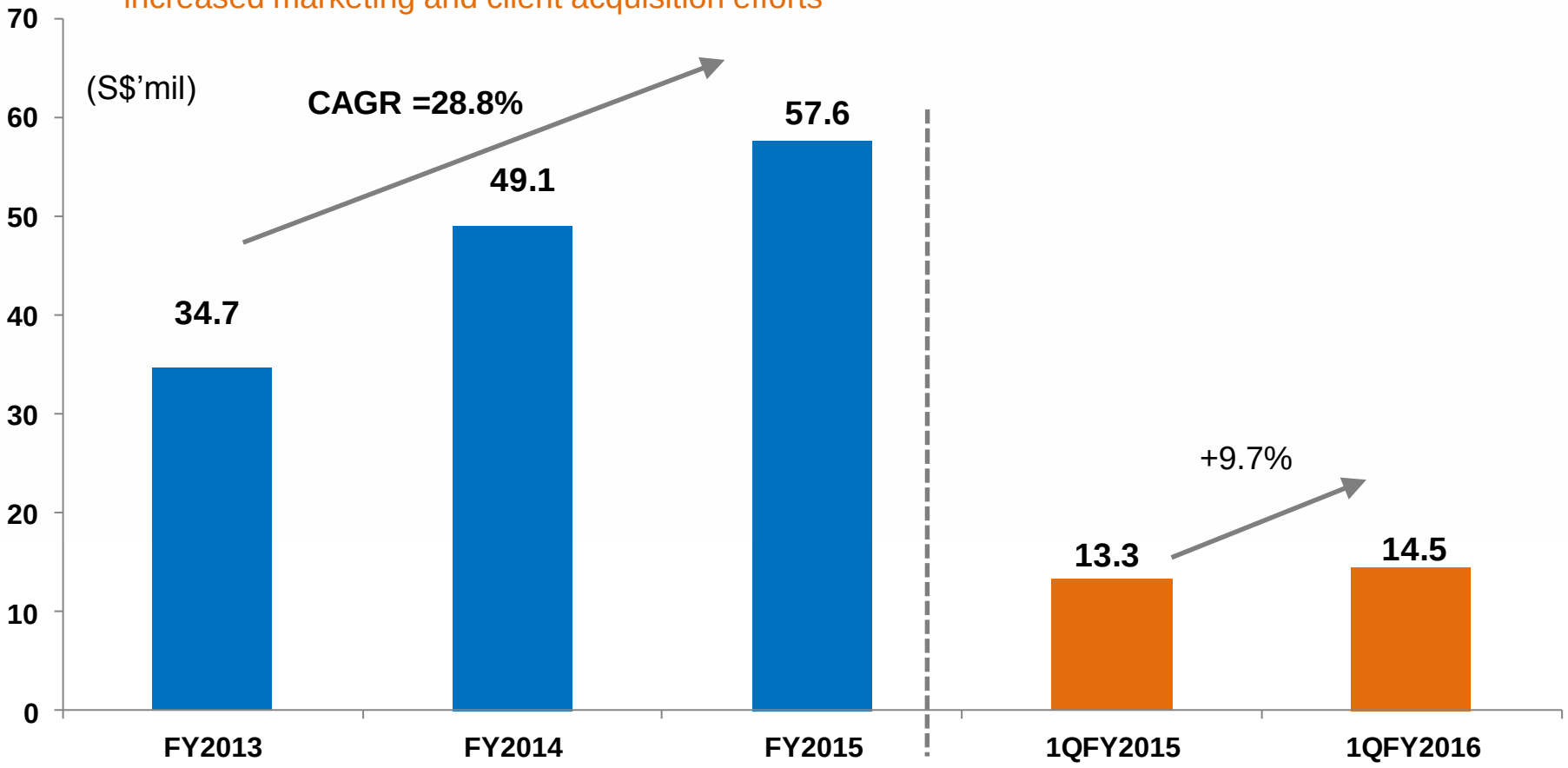
** Inclusive of S$11.9 million in fixed deposits, S$0.5 million in short term investments and exclusive of pledged fixed deposits of S$1.5 million as at 1QFY2015*
*** Inclusive of S$12.3 million in fixed deposits, S$1.2 million in short term investments and exclusive of pledged fixed deposits of S$0.3 million as at 1QFY2016*

Financial Highlights

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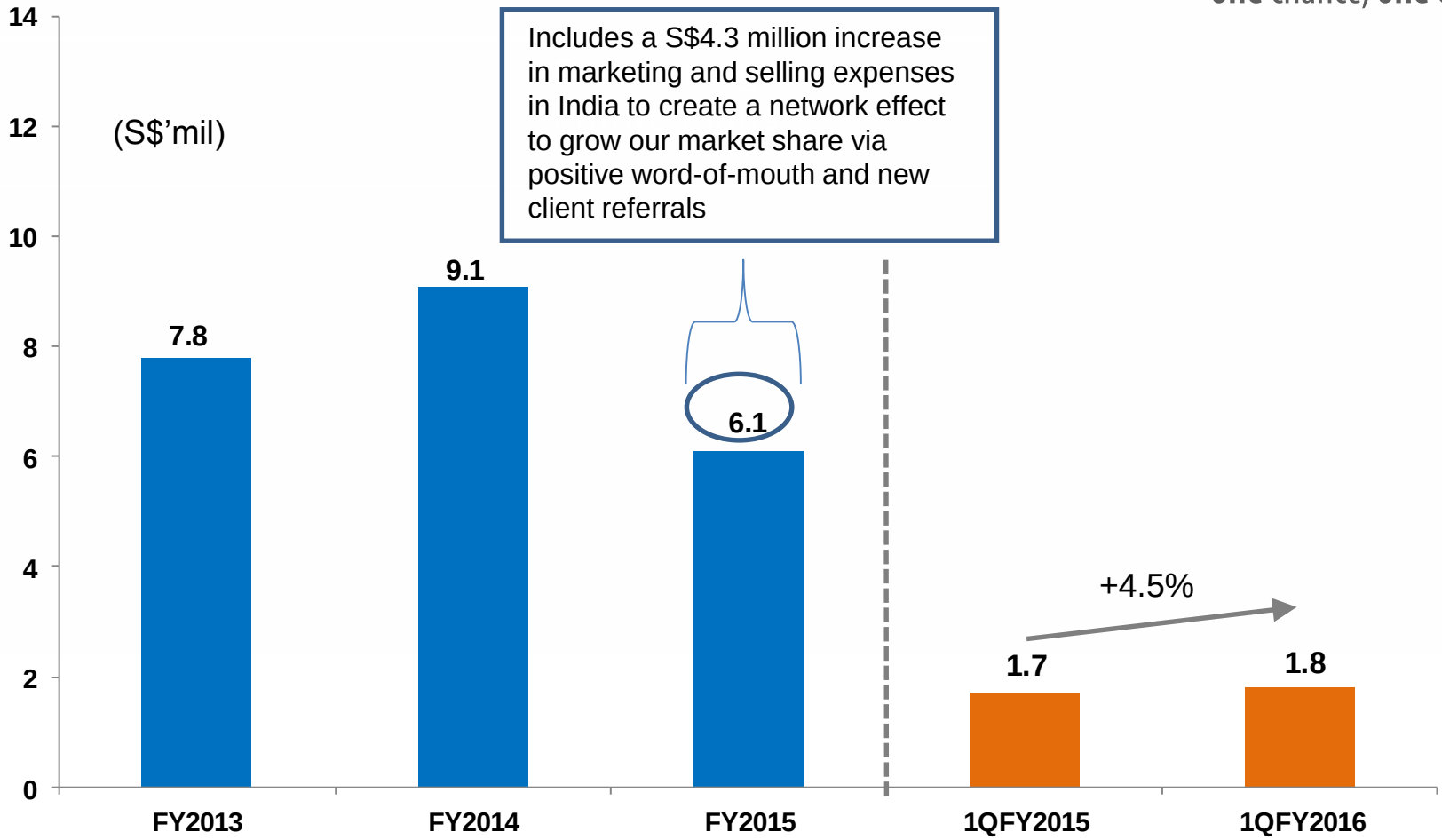
RISING REVENUE

- Primarily driven by increase in number of client deliveries due to increased awareness as a result of increased marketing and client acquisition efforts



Financial Highlights

CORE PROFIT BEFORE INCOME TAX FROM OPERATIONS



- *Note that only entities operating under the Cordlife brand name which the Group has significant control over, are included in the calculation of core profit before income tax operations*
- *Share of results in associate, fair value changes on financial asset designated as fair value through profit or loss, non-operating exchange differences, finance income and finance costs are excluded from profit before income tax from operations*
- *One-off items such as IPO expenses, gain on disposal of associate, fair value gain on investment properties and negative goodwil on acquisition of associate are also excluded from profit before income tax from operations*

Dividend Payout

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A **SPECIAL** interim dividend of **13.0 cents** per ordinary share :

Payable on 3 December 2015

- *Special interim dividend arose from the disposal proceeds of CCBC shares and convertible notes.*
- *Cordlife believes in balancing growth investments with capital return initiatives such as dividends as part of our overall capital allocation strategy.*

Near term income growth drivers

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Widen presence in Asian markets

- Cordlife India increased marketing spend by S$4.3 million in FY2015 to grow market share via network effect, that will grow our customer pool via positive word-of-mouth and new client referrals, and leverage on our large installed base for cord blood banking to cross-sell more products.
- Expanding into more cities in India, Indonesia and Philippines.
- Engaging in more marketing activities in Singapore and Hong Kong to increase brand awareness.
- Exploring collaboration opportunities with leading research hospitals or mergers and acquisitions in China.

Roll-out of new products and services in selected markets

- Growing royalty income from licensing of cord lining technology to China Cord Blood Corporation ("CCBC") and StemLife Berhad.
- Future plans to introduce Metascreen™, a newborn metabolic screening test, to new markets. Metascreen™ was first launched by Cordlife in India in October 2013, and subsequently launched in Hong Kong, the Philippines and Indonesia in 2014.

APPENDIX

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Group Structure

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