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PRESS RELEASE

Cordlife steers through COVID-19 challenges with stable revenue over past five consecutive quarters

- The Group re-configured its business processes and adopted digital initiatives and online marketing campaigns to overcome the COVID-19 restrictions.
- 1H2021 revenue and net profit down year-on-year due to lower new samples processed and stored as a result of pandemic-related operating and marketing constraints.
- Management is cautiously optimistic that the gradual recovery of the COVID-19 situation would lead to an increase in client sign ups.

Singapore, 13 August 2021 – Cordlife Group Limited ("Cordlife" and together with its subsidiaries, the "Group"), announced today its financial results for the six months ended 30 June 2021 ("1H2021").

Financial Highlights

S$'000	1H2021	1H2020	Change (%)
Revenue	23,170	26,241	(11.7)
Gross profit	14,652	16,454	(11.0)
Profit before income tax from operations	2,440	3,139	(22.3)
Profit before tax	2,727	3,139	(13.1)
Income tax expense	(233)	(507)	(54.0)
Net profit	2,494	2,632	(5.2)
Gross profit margin (%)	63.2	62.7	0.5pp
Net profit margin (%)	10.8	10.0	0.8pp

The Group's 1H2021 revenue declined 11.7% year-on-year ("yoy") to S$23.2 million due to a decrease in the number of new samples processed and stored in all of the Group's operating markets, as a result of the ongoing COVID-19 pandemic. Consumers were tighter with their spending, and in some of the regions that the Group operates in, movement limitations and border restrictions have made service delivery even more challenging. This resulted in a 17.0% decrease in the new samples processed and stored, from 10,600 in 1H2020 to 8,800 in 1H2021.

However, the decline was partially offset by higher revenue contribution from the diagnostics services and the conversion of more clients to higher value price plans in the Philippines and Hong Kong markets.

Cordlife's 1H2021 net profit after tax decreased 5.2% year-on-year ("yoy") at S$2.5 million as a result of decrease in gross profit by S$1.8 million, partially offset by savings in operating expenses and recognition of

the share of profit of associate, Thai Stemlife Co., Ltd. The savings in operating expenses were attributable to lower marketing expenses and lower administrative expenses (mainly arising from lower provision for non-trade doubtful debts, staff costs and amortisation expenses).

Net cash flow from operations remained strong at S$4.4 million, bringing the Group's net cash position to S$73.4 million as at 30 June 2021.

Safe & Sound – Looking Forward

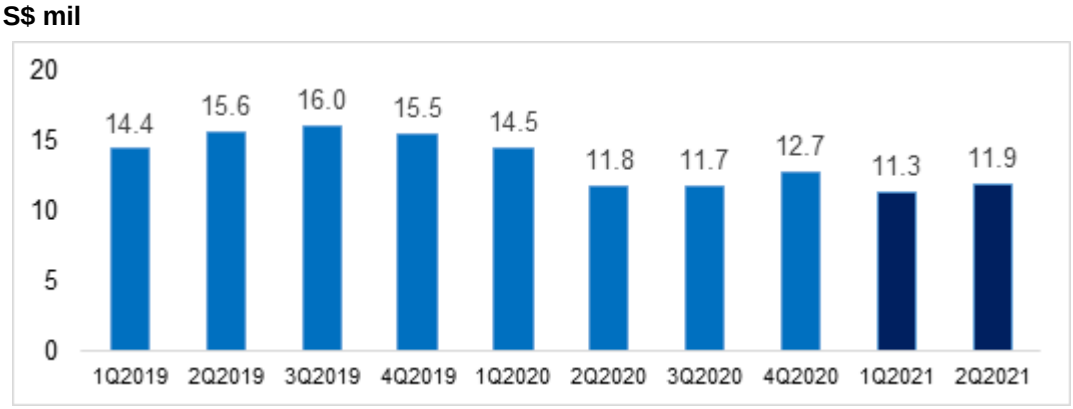


Chart 1: Quarterly Revenue - illustrating stable revenue of the past 5 quarters

Amidst the challenges brought about by the pandemic, the Group showcased its competitive advantage by demonstrating business resilience and the ability to pivot in an evolving landscape. The Group saw stability in revenue over the past five consecutive quarters. Although there appears to be signs of an economic recovery from the impact of the COVID-19 pandemic, new emerging variants have resulted in a pattern of gradual and uneven reopening of economies. The Group is cautious that this may cause uncertainties in demand in the coming months for the Group's services in certain operating markets. Nonetheless, the Group is hopeful that continued global efforts to develop and implement more effective healthcare solutions, along with an increase in the rollout of vaccines, will bring steady progress in the recovery of the situation. If the COVID-19 situation continues to improve gradually, the Group expects an increase in client sign-ups in the future as well.

Commenting on the Group's results, Ms Tan Poh Lan, Chief Executive Officer of Cordlife, said, "Amidst the challenges brought about by the pandemic, we managed to deliver stable revenue over the past five consecutive quarters starting last April, when the countries that we operate in started implementing movement restriction measures. Our teams across the different countries have continued to engage and enrol clients through various digital initiatives amidst the ongoing COVID-19 pandemic. We are in a good position, especially with our healthy balance sheet, to look forward towards the gradual recovery of the COVID-19 situation."

- End -

About Cordlife Group Limited

Established in May 2001, Cordlife Group Limited ("Cordlife", together with its subsidiaries, the "Group") is a leading company dedicated to safeguarding the well-being of mother and child. The Group is listed on the Mainboard of the Singapore Exchange in 2012 and a pioneer in private cord blood banking in Asia.

Cordlife owns the largest network of cord blood banks in Asia with full stem cell banking facilities in six key markets namely Singapore, Hong Kong, Indonesia, India, Malaysia and the Philippines. In Singapore, the Philippines and Indonesia, Cordlife operates the largest private cord blood banks; and is amongst the top three market leaders in India and Malaysia. In January 2018, Cordlife became the market leader in Hong Kong with the acquisition of the largest private cord blood bank in the country, Healthbaby Biotech (Hong Kong) Co., Limited. Through its majority-owned subsidiary in Malaysia, Stemlife Berhad, Cordlife holds indirect stake in Thailand's largest private cord blood bank, Thai Stemlife. Through its marketing agents, Cordlife also expanded its presence to Myanmar and Vietnam in 2017 as well as Bangladesh in 2019.

Beyond cord blood and cord lining banking, Cordlife offers a comprehensive suite of diagnostics services for the family including urine-based newborn metabolic screening, non-invasive prenatal testing, paediatric vision screening and family genetic screening services.

Quality and customer focus are amongst some of the cornerstones of Cordlife. All of the Group's facilities are accredited by AABB, the organisation behind the world's gold standard for cord blood banking. In addition, Cordlife Singapore and Healthbaby are also two of the four cord blood banks in Asia, and ten in the world, to be accredited by both AABB and FACT, another world-class accreditation body for cord blood banks globally. In the area of clinical diagnostics, Cordlife India, Cordlife Hong Kong and Healthbaby are accredited by the College of American Pathologists ("CAP"). These quality achievements underpin the Group's commitment to providing reliable healthcare solutions through innovation and technological advancement. For more information, visit http://cordlife.listedcompany.com

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