

FY2015 RESULTS PRESENTATION

August 2015



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



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

FINANCIAL HIGHLIGHTS



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



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



FY2015 Financial Highlights



<i>(S\$'mil)</i>	FY2014	FY2015	+/(-)% Chg
Total revenue	49.1	57.6	17.3
Cost of sales	(14.2)	(17.6)	23.4
Gross profit	34.9	40.0	14.8
Gross profit margin	71.0%	69.5%	(1.5p.p)
Other operating income	1.3	0.8	(39.3)
Selling and marketing expenses	(12.2)	(17.7)	45.3
Administrative expenses	(15.0)	(17.3)	15.3
Finance income	0.3	0.4	42.0
Finance costs	(0.2)	(0.2)	(14.7)
Profit before income tax from operations	9.1	6.1	(32.7)
Non-core items*	22.8	27.2	(19.3)
Profit before income tax	31.9	33.3	4.4
Income tax expense	(1.5)	(1.1)	(22.5)
Profit for the financial year	30.4	32.1	5.7

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



FY2015 Financial Highlights – Non-core Items



<i>(S\$'mil)</i>	FY2014	FY2015	+/(-) % Chg
Share of results of associate	(2.4)	(0.4)	(81.4)
Impairment loss on investment in associate	-	(2.6)	n.m.
Fair value gain on investment properties	0.1	0.3	>100.0
Fair value changes on financial asset designated at fair value through profit or loss	18.7	10.4	(44.6)
Fair value changes on derivative	-	12.9	n.m.
Gain on transfer from associate to financial asset designated at fair value through profit or loss	6.3	-	n.m.
Exchange differences	-	4.7	n.m.
Finance income	-	6.6	n.m.
Finance costs	-	(4.6)	n.m.

Healthy balance sheet

As at June 30, 2015	S\$'000
Cash and cash equivalents, fixed deposits, short term investments *	29,228
Total Assets	332,963
Total Liabilities	171,017
Total Equity	161,946

**Inclusive of S\$13.3million in fixed deposits, S\$1.2 million in short term investments and exclusive of S\$0.3 million in pledged fixed deposits*

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	FY2014	FY2015
Operating cash flows before movement in working capital	10,780	7,906
Net cash generated from/(used in) operating activities	3,667	(4,229)
Net cash used in investing activities	(9,638)	(60,632)
Net cash generated from financing activities	30,615	46,944
Cash & Cash equivalents, fixed deposits, short term investments and pledged fixed deposits at end of the financial year	45,409*	29,228**

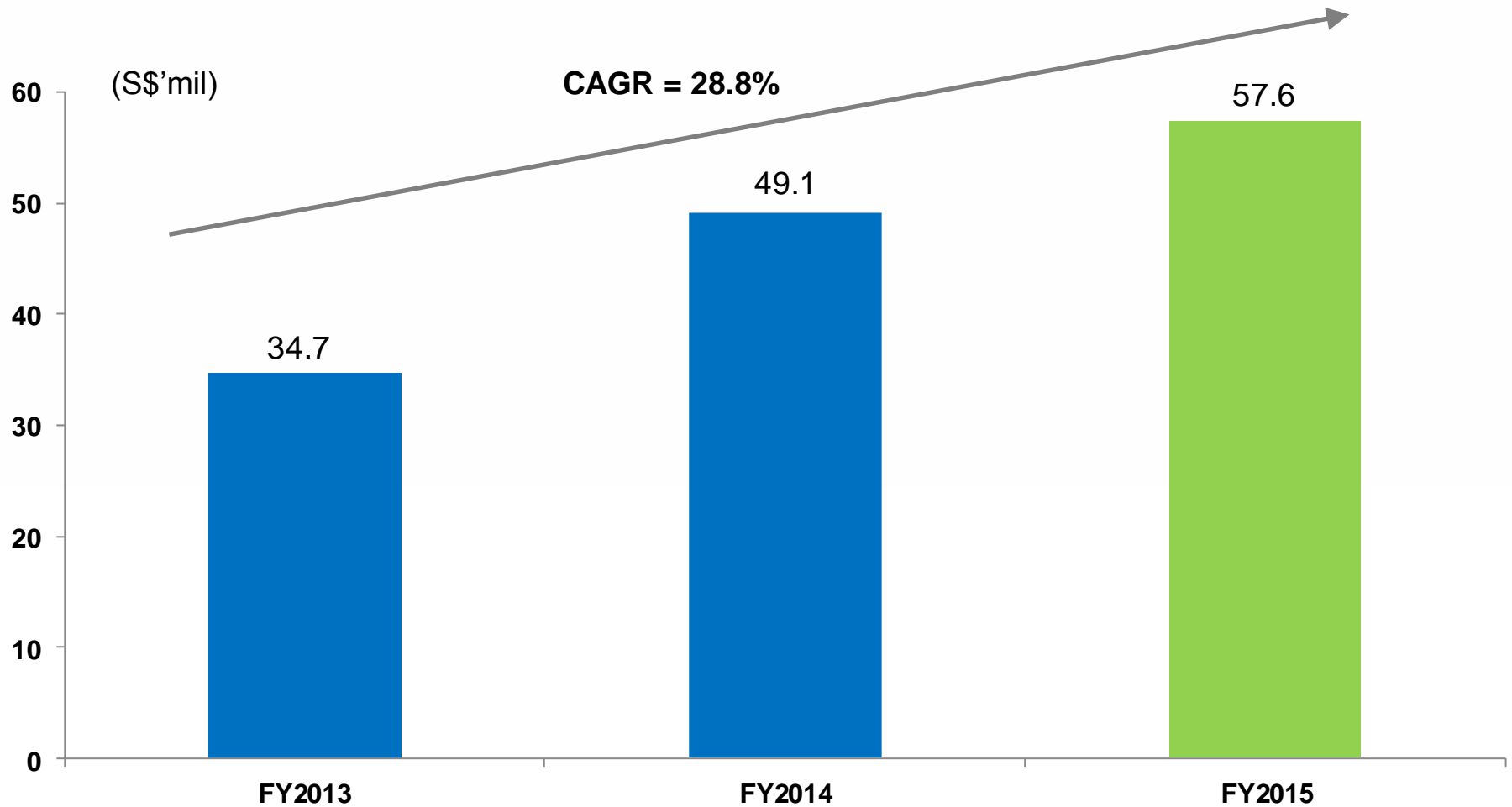
*Inclusive of S\$11.8 million in fixed deposits, S\$1.0 million in short term investments and exclusive of S\$0.3 million in pledged fixed deposits as at FY2014

**Inclusive of S\$13.3 million in fixed deposits, S\$1.2 million in short term investments and exclusive of S\$0.3 million in pledged fixed deposits as at FY2015

Financial Highlights

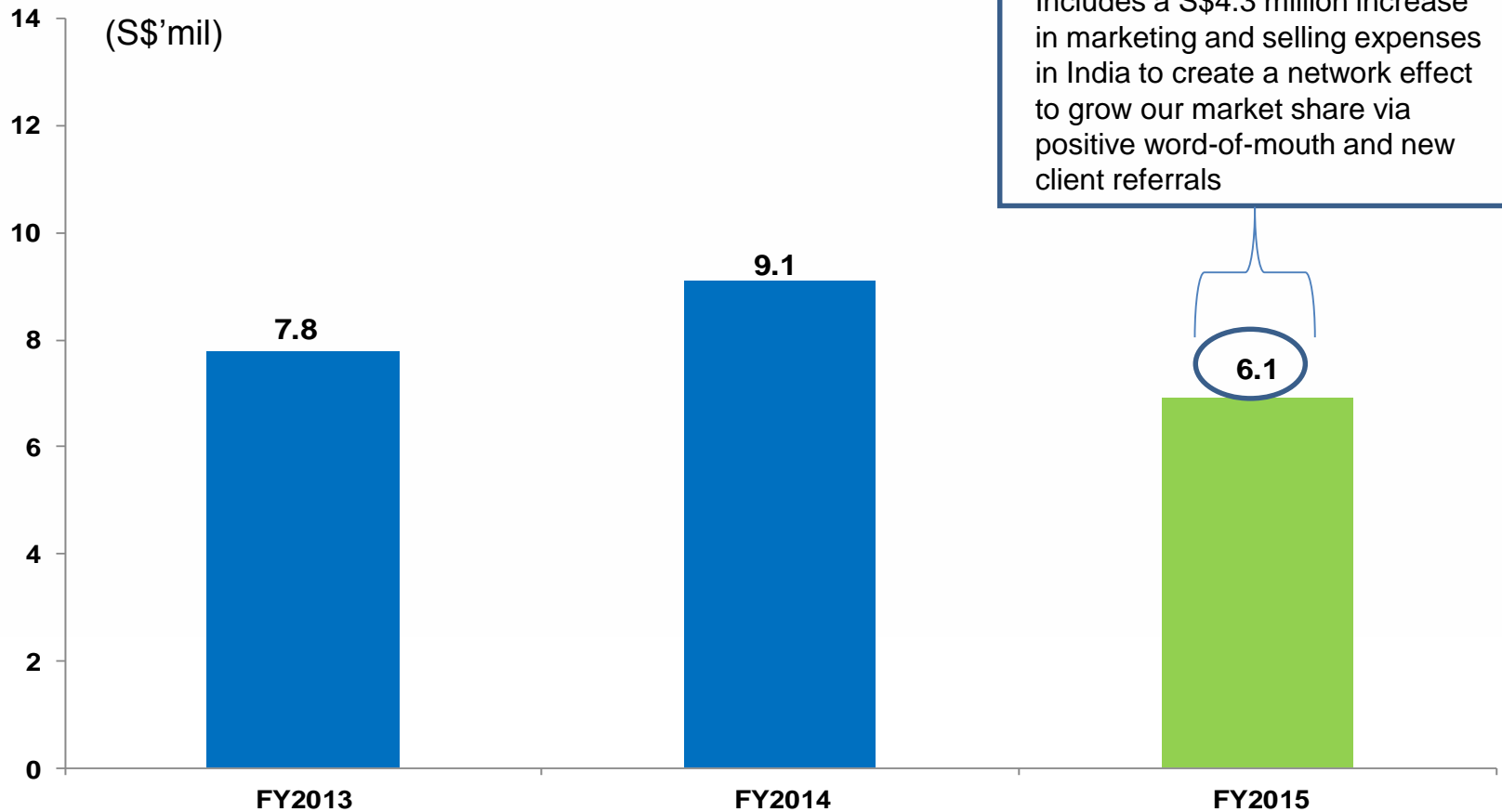
RISING REVENUE

- 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

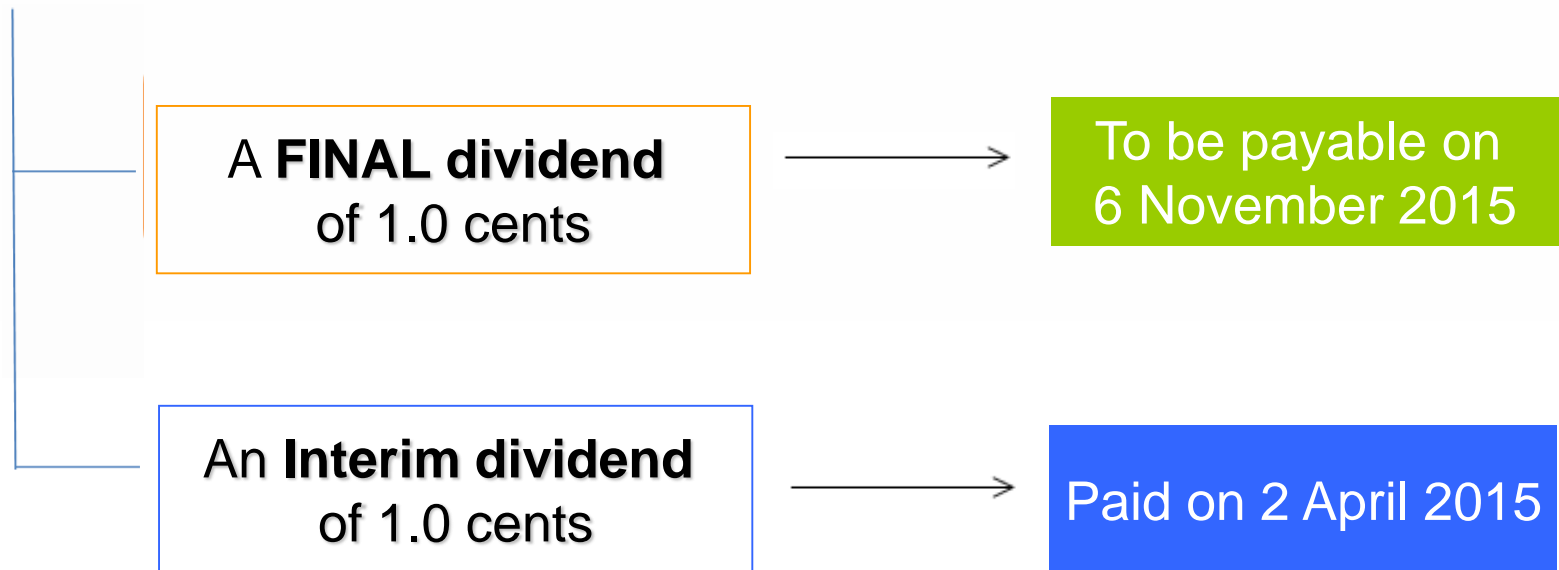
PROFIT BEFORE INCOME TAX FROM OPERATIONS



- Note that only entities operating under the Cordlife brand name which the Group has significant control over, are included in the calculation of profit before income tax from operations
- Share of results in associate, impairment loss on investment in associate, fair value changes on financial asset designated as fair value through profit or loss, fair value changes on derivative, gain on transfer from associate to 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 goodwill on acquisition of associate are also excluded from profit before income tax from operations

Dividend Payout

A **TOTAL** dividend of 2.0 cents per ordinary share for FY2015:





Near term income growth drivers



Broaden reach in India using through-the-line integrated marketing to expand market share

- Cordlife India increased marketing spend by S\$4.3 million in FY2015 to grow market share via network effect.



- Create a 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.

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



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



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

Group Structure

