

PRESS RELEASE

Cordlife reports a sequentially stronger second-half with a revenue of S\$28.9 million for 2H2022

- Revenue in 2H2022 increased 10.2% versus 1H2022 revenue of S\$26.2 million, with the resumption of large scale in-person marketing events, higher value plans, recovery of banking revenue and continued growth from the diagnostics segment.
- On a full year basis, revenue decreased 2.8% due to a decline in banking revenue which was partially offset by a rise in diagnostic revenue.
- Looking ahead, the Group is actively exploring options to grow its reach and range of its services by organic and inorganic means.

Singapore, 24 February 2023 – Cordlife Group Limited (“Cordlife” and together with its subsidiaries, the “Group”), announced today its financial results for full year ended 31 December 2022 (“FY2022”).

Financial Highlights

S\$'000	2H2022	1H2022	Change (%)	FY2022	FY2021	Change (%)
Revenue	28,918	26,238	10.2	55,156	56,669	(2.7)
Gross profit	19,611	17,578	11.6	37,189	39,483	(5.8)
Profit before income tax from operations	2,271	1,977	14.9	4,248	6,398	(33.6)
Profit before tax	3,266	2,237	46.0	5,503	7,009	(21.5)
Income tax expense	(274)	(343)	(20.1)	(617)	(874)	(29.4)
Net profit	2,992	1,894	58.0	4,886	6,135	(20.4)
Gross profit margin (%)	67.8	67.0	0.8pp	67.4	69.7	(2.3)pp
Net profit margin (%)	10.3	7.2	3.1pp	8.9	10.8	(1.9)pp

For FY2022, the Group's revenue decreased to S\$55.2 million from S\$56.7 million in FY2021. This was mainly driven by a decline in the revenue contribution by the banking business unit, from S\$53.1 million in FY2021 to S\$50.8 million in FY2022, as there was a drop in the number of new samples processed and stored. This was offset by an increase in average revenue per new sample stored due to more conversions to higher value plans in Indonesia and introduction of additional value-added services during the year. In addition, there was also a 21.6% yoy increase in revenue from the diagnostic business unit.

On a full year basis, gross profit decreased from S\$39.5 million in FY2021 to S\$37.2 million in FY2022, while gross profit margin decreased to 67.4% in FY2022 as compared to 69.7% in FY2021. The decrease in gross profit margin is attributed to higher costs of service delivery arising from the widespread inflationary pressures. Consequently, net profit after tax decreased to S\$4.9 million in FY2022 from S\$6.1 million in FY2021.

The Group's net cash position as at 31 December 2022 remains healthy, contributed by strong net cash flow from operations for FY2022 of S\$5.9 million.

Looking Forward

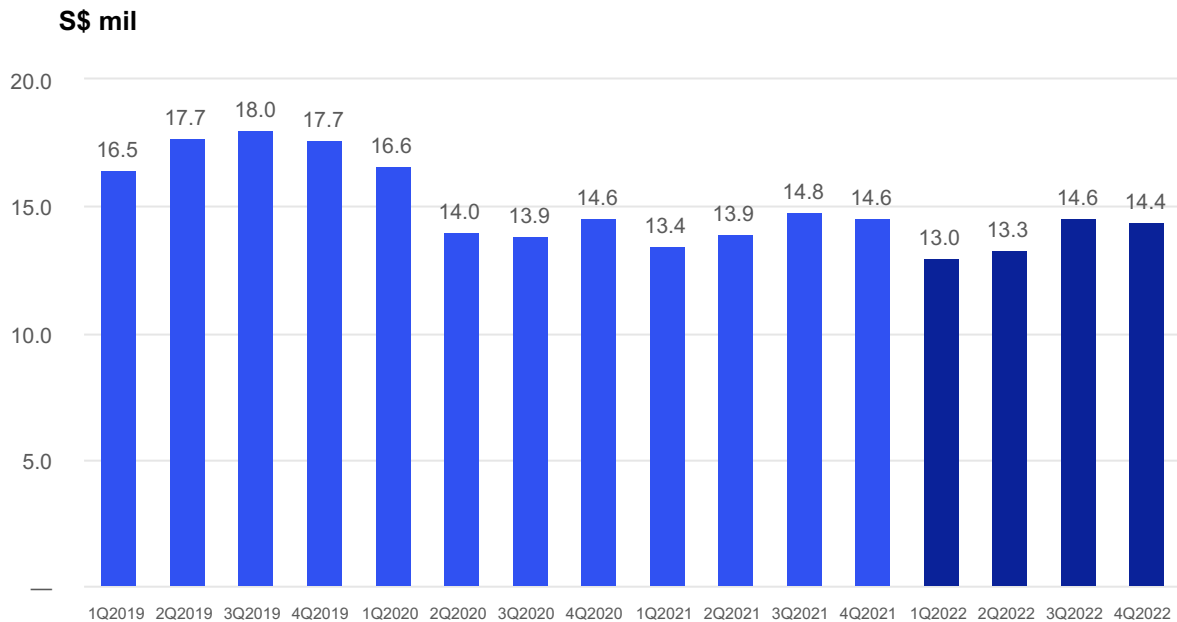


Chart 1: Quarterly Revenue Trend

In 2022, the Group navigated through challenging macroeconomic and geopolitical conditions with inflationary pressures affecting overall operating costs. The Group continues to expand its reach and range of services while closely monitoring the global situation to remain agile. In line with this, the Group has expanded its global footprint to Cambodia by entering into a distribution partnership to provide genetic testing and non-invasive prenatal testing services in Cambodia. Additionally, the Group has received approval for peripheral blood progenitor stem cells banking service in Singapore. Cordlife Singapore also expanded its range of paediatric services to provide early insights to parents to take appropriate steps in early stages of disease development.

Commenting on the Group's results, Ms Tan Poh Lan, Chief Executive Officer of Cordlife, said, "Even while operating in an environment of extreme uncertainty the Group has managed to grow its revenue in the second half of 2022 compared to the first half. This was supported by the endemic approach to COVID-19 being adopted increasingly. We believe that the pandemic has reinforced the importance of healthcare and parents continue to seek preventive and precautionary care for their children and families. On our end, we are focused on growing the range and accessibility of our services while improving operational efficiency and profitability."

- 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 has been listed on the Mainboard of the Singapore Exchange since 2012 and is 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, Hong Kong, the Philippines and Indonesia, Cordlife operates the largest private cord blood banks and it 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, Healthbaby Biotech (Hong Kong) Co., Limited. Through its majority-owned subsidiary in Malaysia, Stemlife Berhad, Cordlife holds an indirect stake in Thailand's largest private cord blood bank, Thai Stemlife. Cordlife has also established its presence in Myanmar, Vietnam, Macau, Brunei and Bangladesh. Beyond cord blood, cord lining and cord tissue banking, Cordlife offers a comprehensive suite of diagnostic 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. For more information, visit <http://cordlife.listedcompany.com>

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