

Welcome to

cordlife

Annual General Meeting

12 June 2020, 10:00am

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Overview



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Organic Growth Strategies



Business Overview – Operating Segments

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS



Business Overview – Market Presence



Cordlife's Headquarters

Cordlife's Subsidiaries

Cordlife's Associate

Cordlife's Marketing Agents

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS

Our Market Ranking

	Singapore	Hong Kong	India	Philippines	Indonesia	Malaysia
1.	Cordlife	Cordlife	Lifecell	Cordlife	Cordlife	Cryocord
2.	StemCord	Cryolife	CryoBanks	Stemcord	Babybanks	Cordlife
3.	Cryoviva	Prostemcell	Cordlife	Globetek	Stemcord	Cellsafe
Total # of Companies	4	6	12	4	6	3

Corporate Developments

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Corporate Milestones

JAN 2019 — Cordlife Singapore launched the first prenatal education class

JAN 2019 — Collaboration with Sandor on diagnostics in India

MAR 2019 — Healthbaby Hong Kong received FACT accreditation, first & only in Hong Kong

APR 2019 — Moved to new lab location in Indonesia, the largest in the country

JUL 2019 — Cordlife Singapore made the first cord blood release for autism trial in Singapore

AUG 2019 — Geographical expansion in Bangladesh

AUG 2019 — Cordlife Philippines re-accredited, remains as the only cord blood bank in the country to be AABB accredited

NOV 2019 — Cordlife Indonesia's lab received AABB accreditation

DEC 2019 — Cordlife Group performed 14 cord blood and 1 cord tissue releases for medical treatment conducted in 6 countries

JAN 2020 — Cordlife Indonesia launched PGS (Preimplantation genetic screening)

FEB 2020 — Cordlife & Healthbaby Hong Kong launched bebegene, a genetic testing panel for babies

FEB 2020 — Cordlife Singapore's lab received AABB re-accreditation

MAR 2020 — Stemlife Malaysia opened Stem Cell Banking Resource Centre in JPMC, Brunei

APR 2020 — Cordlife's app Moms Up launched in the Philippines

APR 2020 — Cordlife Malaysia lab received AABB re-accreditation

JUN 2020 — Cordlife Philippines launched bebegene

Impact of COVID-19

Challenges

- Cancellation or postponement of physical marketing events
- No face-to-face consultation with prospects
- Barred from entering clinics and hospitals for marketing purposes

Solutions

- Webinars and online baby fairs
- Online web enrolment
- Intensified digital marketing campaigns

Financial Highlights



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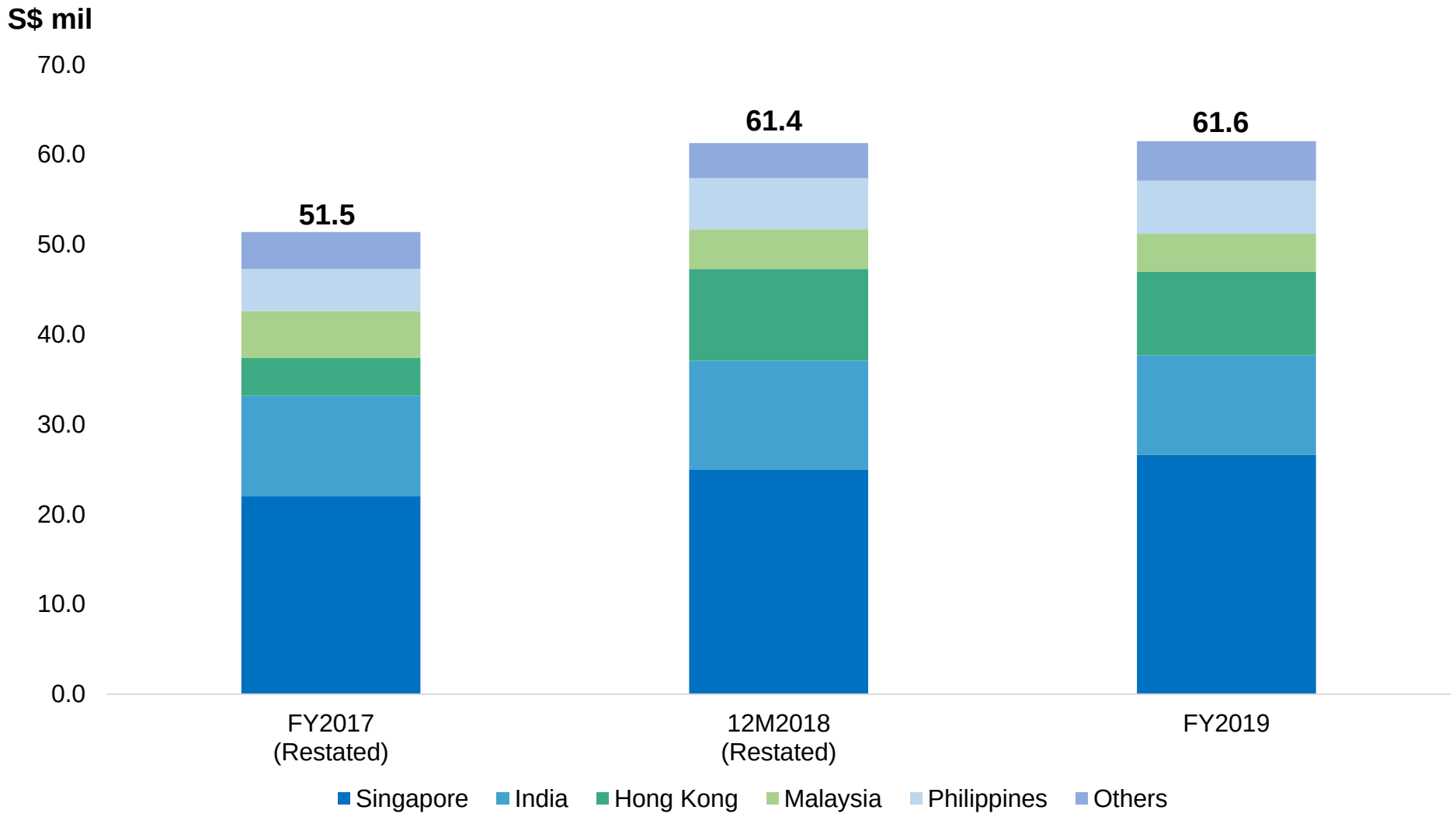
FY2019 Results Summary

REVENUE	GROSS PROFIT	GP MARGIN
S$61.6 million	S$39.7 million	64.5%
0.3% y-o-y	3.5% y-o-y	2.0 pp y-o-y

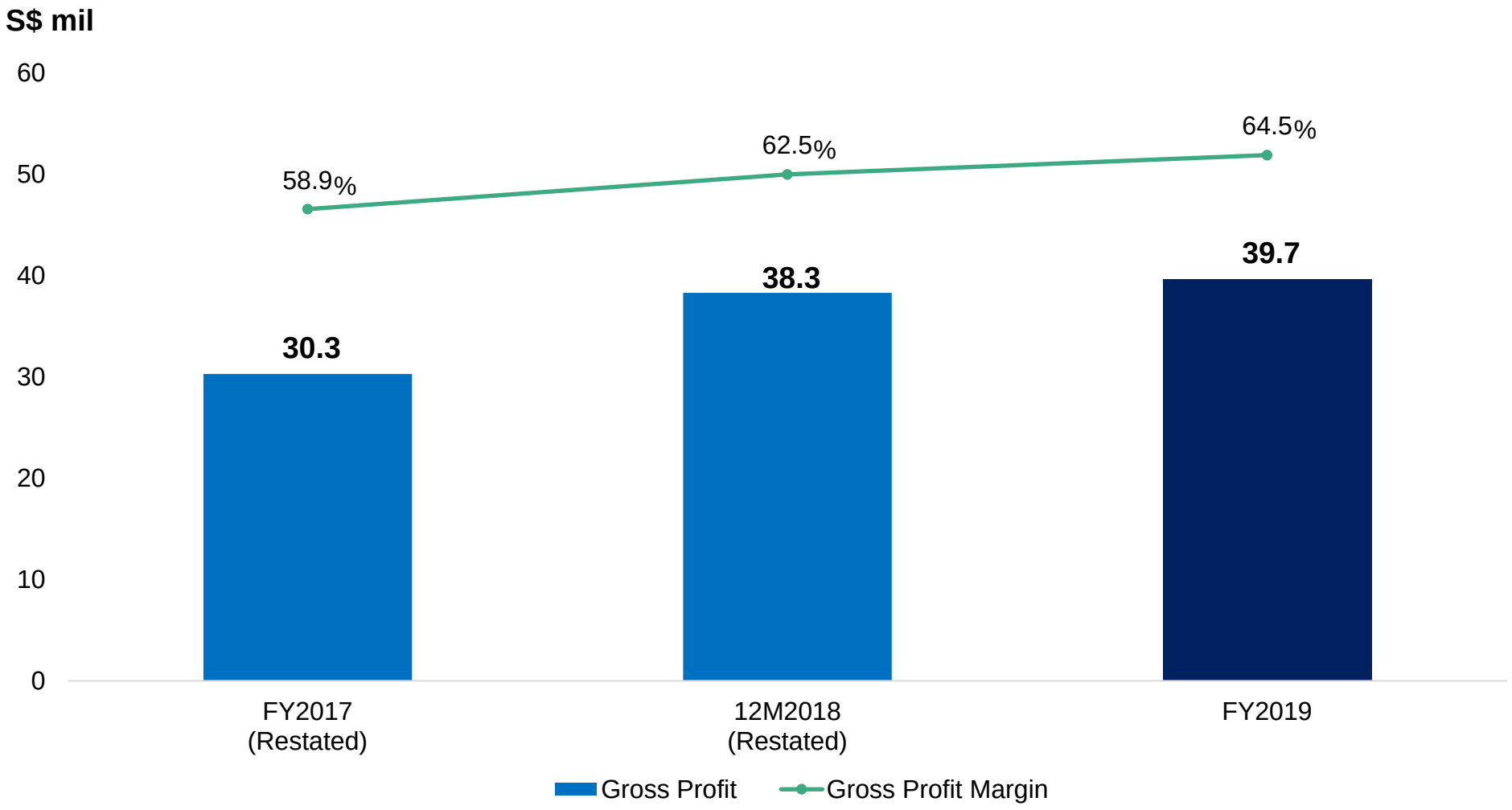
NET PROFIT	NET PROFIT MARGIN	NET CASH[1]
S$6.5 million	10.5%	S$49.7 million
+331.1% y-o-y	+8.1 pp y-o-y	+S$11.0 million from 31 Dec 18

1: Includes cash and cash equivalents, fixed deposits and short-term investments less interest-bearing borrowings (current and non-current)

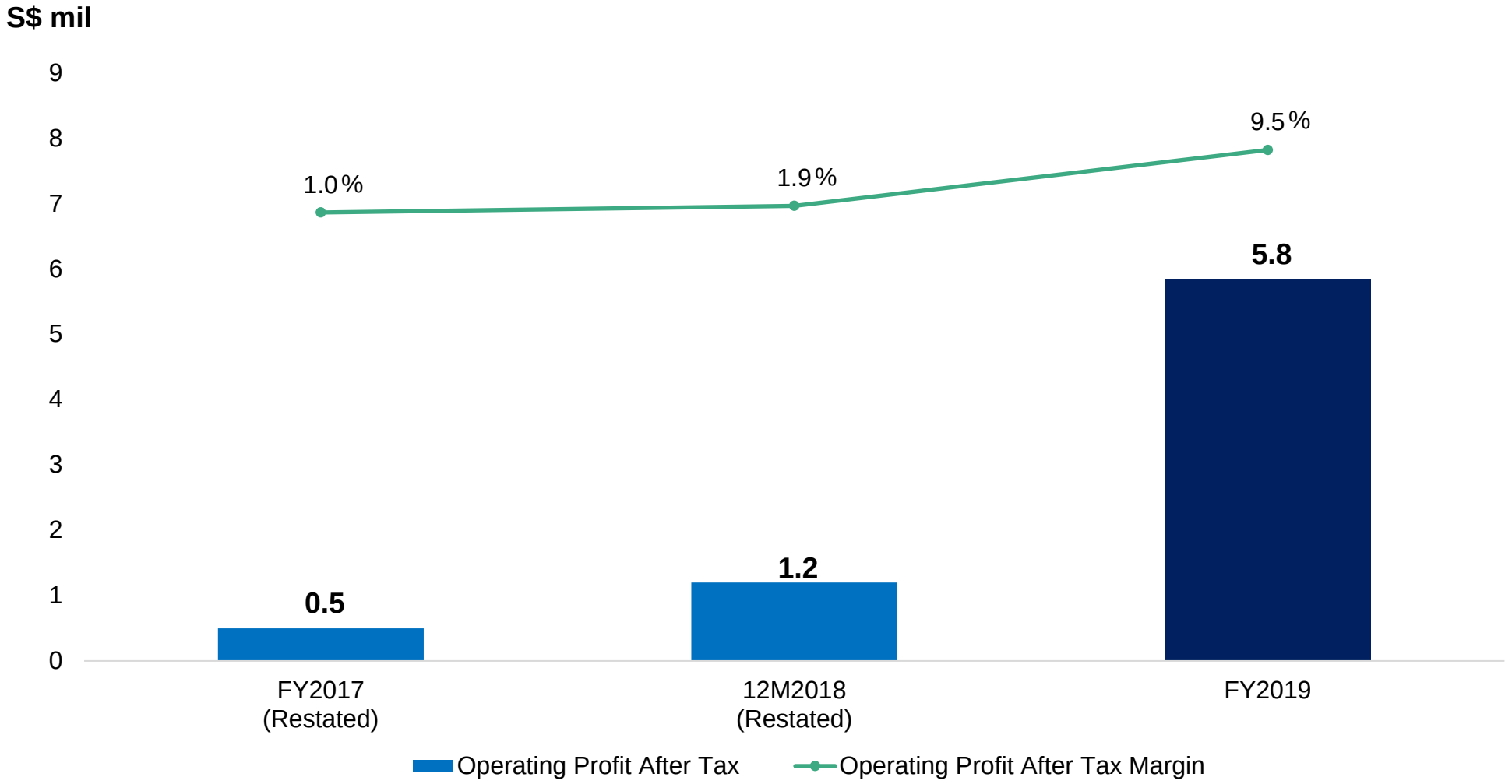
Financials – Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S$' mil	As at 31 Dec 2019	As at 31 Dec 2018
Net Assets	129.3	123.8
Borrowings	4.3	4.6
Gearing$_1$ (%)	3.3	3.7
Cash & Cash Equivalents, Fixed Deposits and Short-term Investments	54.0	43.3
Net Asset Value Per Share (SG cents)	50.89	48.86

1: Total Borrowings/Total Equity

Financials – Cash Flow

S$' mil	As at 31 Dec 2019	As at 31 Dec 2018
Net cash generated from operating activities	11.6	7.6
Net cash generated from/(used) in investing activities	4.9	(12.6)
Net cash used in financing activities	(12.1)	(6.9)
Cash & cash equivalents at end of the financial period	14.8	10.9

Dividends



FY2019: Proposed final dividend of **1.0** Singapore cent a share (subject to Shareholders' approval at the AGM)



18M2018: Interim dividend of **0.8** Singapore cents a share and Final dividend of **0.4** Singapore cents a share



FY2017: Final dividend of **0.5** Singapore cents a share

Growth Strategies



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Growth Strategies





Thank you

