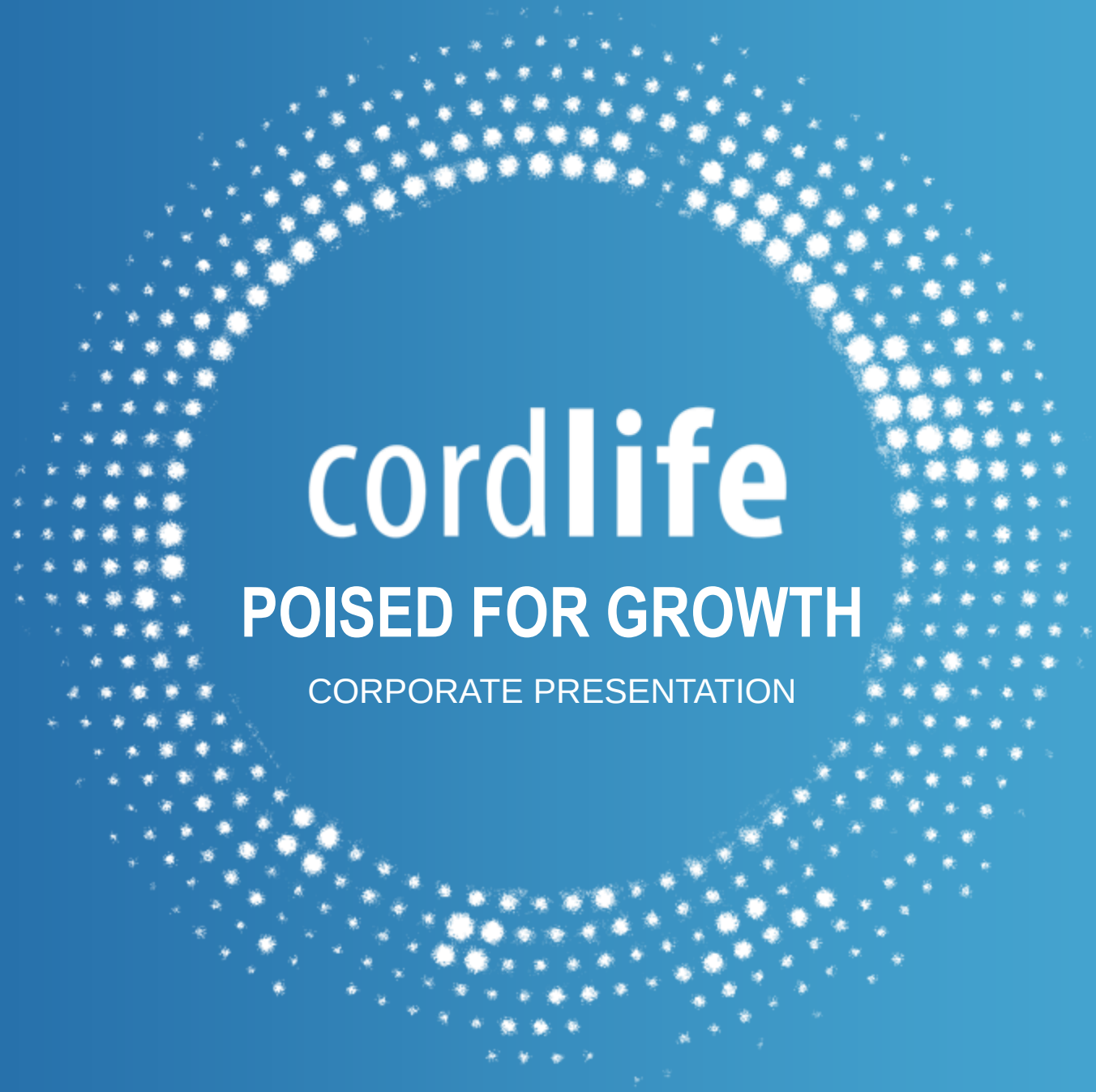
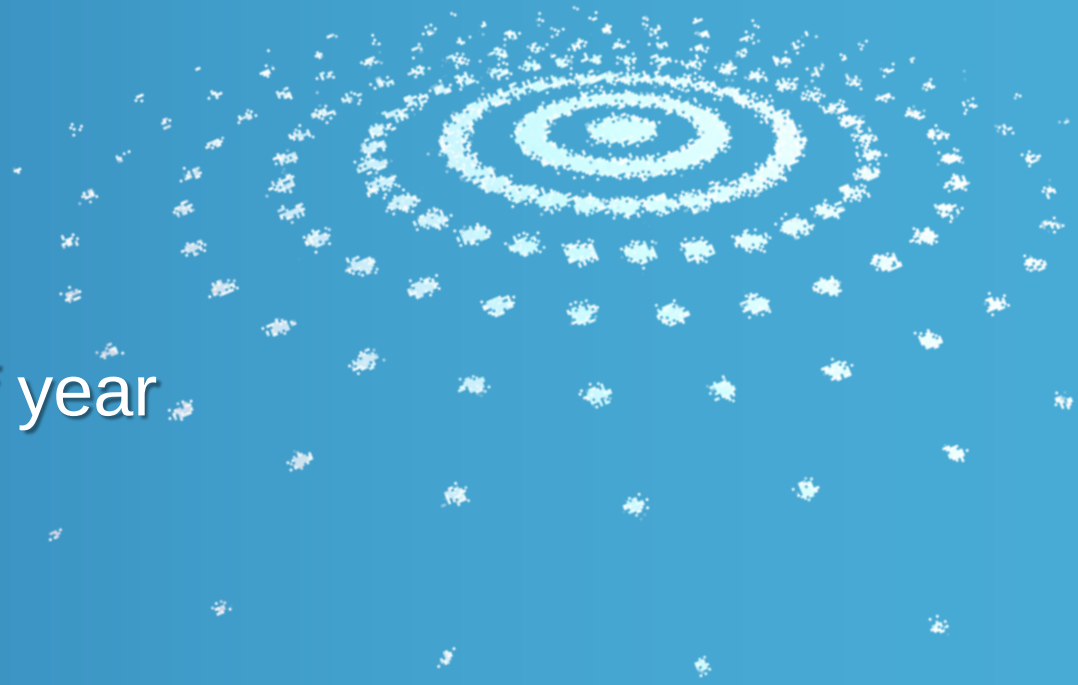



# POISED FOR GROWTH

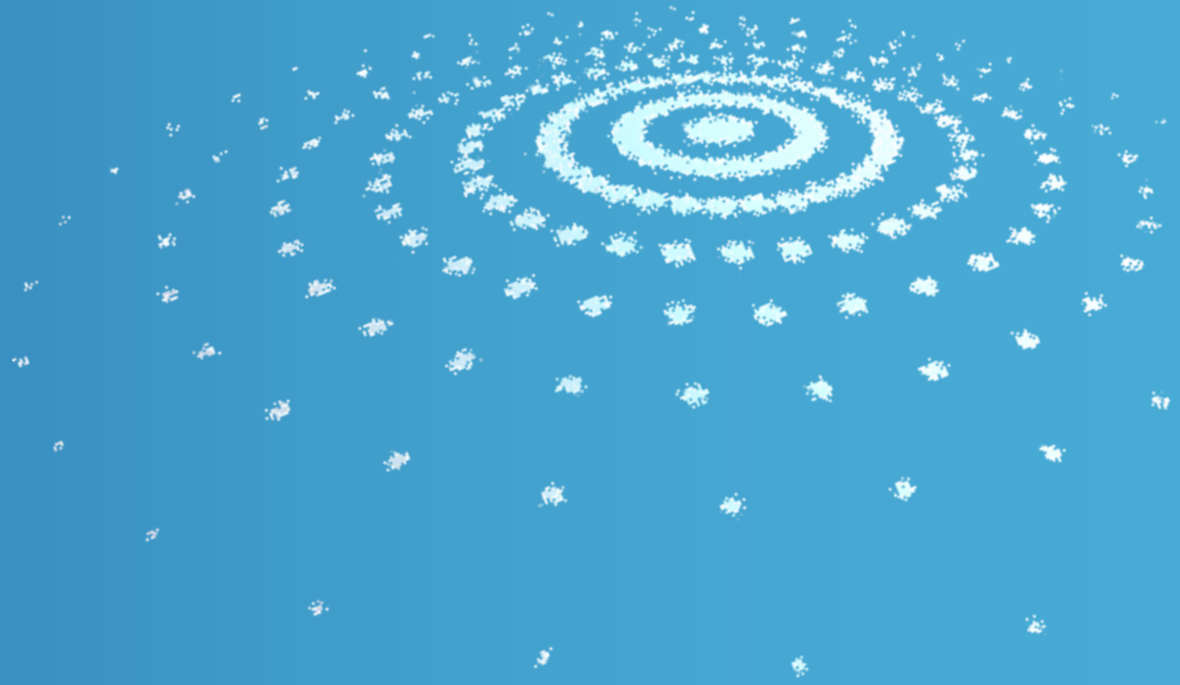
CORPORATE PRESENTATION

# Content

- About Cordlife
- Recent corporate developments
- Financial highlights for one and half year ended 31 December 2018
- Growth strategies and outlook
- Q&A



# About Cordlife



# Our Reach




- Cordlife's Headquarters
- Cordlife's Subsidiaries
- Cordlife's Associate
- Cordlife's Marketing Agents

## Banking Services

- Cord Blood
- Cord Lining
- Cord Tissue

## Diagnostics Services

- Metascreen
- Non-Invasive Prenatal Testing
- Genetics Test

# Our Market Share

| | 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 | 3 | 4 | 11 | 3 | 5 | 3 |

# Recent Corporate Developments

# Recent Corporate Developments

## February 2019

**New CEO**

Tan Poh Lan named as new Group CEO.

## January 2019

**CEO on sabbatical leave**

Michael Weiss started sabbatical leave to attend to personal matters.  Tan Poh Lan and the rest of the management team assumed his duties and oversaw the operations of the Group.

# Recent Corporate Developments

## November 2018

**Emergence of new controlling shareholder**

Full Day Limited and Sincere View International Limited, both controlled by HK businessman Hon Kwok Lung, become shareholders in Cordlife with a combined 21.55% stake acquired from Kunlum Investment Holding Limited

**Cordlife's South Korea Partner EDGC holds soft launch of NICE NIPT in Singapore**

Eone-Diagnomics Genome Center rolls out proprietary non-invasive prenatal test to Singapore through tie-up with Cordlife

## September - October 2018

**Continuing medical education in Vietnam and Myanmar**

Cordlife holds medical conferences to raise awareness of cord blood in Vietnam and Myanmar in September and October, respectively; will hold second Myanmar event in December 2018

# Recent Corporate Developments

## August 2018

**EDGC receives CAP (College of American Pathologists) accreditation**

EDGC started marketing its proprietary non-invasive prenatal test in Indonesia and the Philippines in December 2017 through a tie-up with Cordlife

## June 2018

**Change of financial year-end**

Cordlife's financial year to end on 31 December instead of 30 June to align with financial year of its controlling shareholder

Current financial year (FY2018), which started on 1 July 2017, will end on 31 December 2018

# Financial Highlights

## 18 Months ended 31 December 2018

# 18 Months Ended 31 December 2018

| REVENUE | GROSS PROFIT | GP MARGIN |
|---|---|---|
| S$105.0 million | S$71.1 million | 67.7% |
| +13.0% y-o-y | +16.9% y-o-y | +2.3 pt y-o-y |

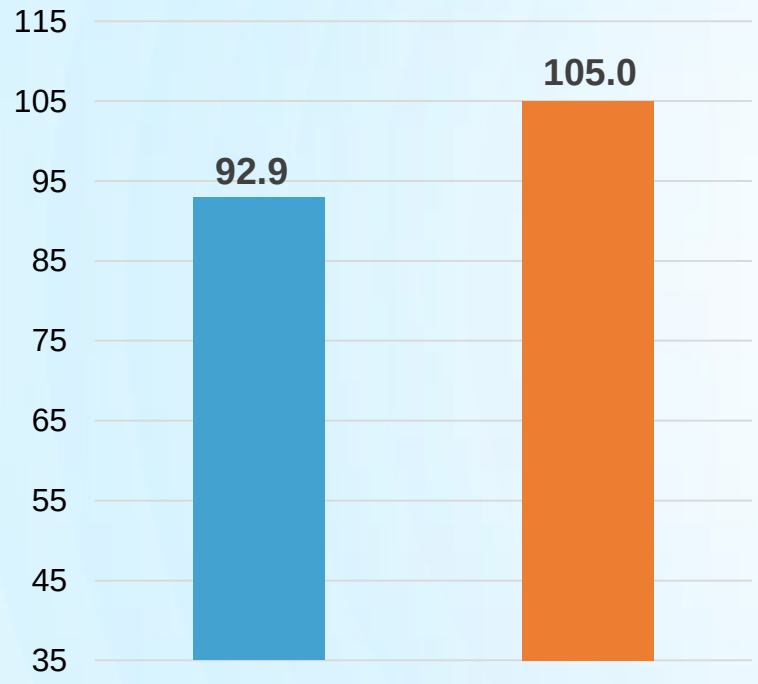
| PRE-TAX OPERATING PROFIT | NET PROFIT | EARNINGS PER SHARE |
|---|---|---|
| S$7.9 million | S$5.5 million | 2.18 cent |
| 86.6% y-o-y | n.m | n.m |

- Revenue up: 1) increase in deliveries* in Singapore and India; 2) lower discounts in India and sale of higher value plans in Singapore; 3) contributions from Healthbaby
- Total client deliveries of 39,800 vs 38,300

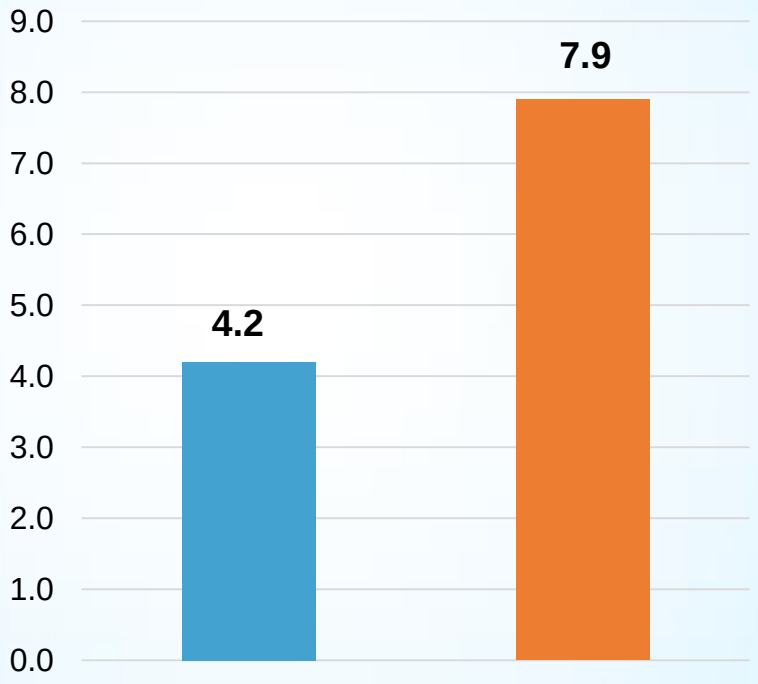
* Cord blood and cord tissue banking contracts of the same newborn are accounted for as two deliveries.

# 18 Months Ended 31 December 2018

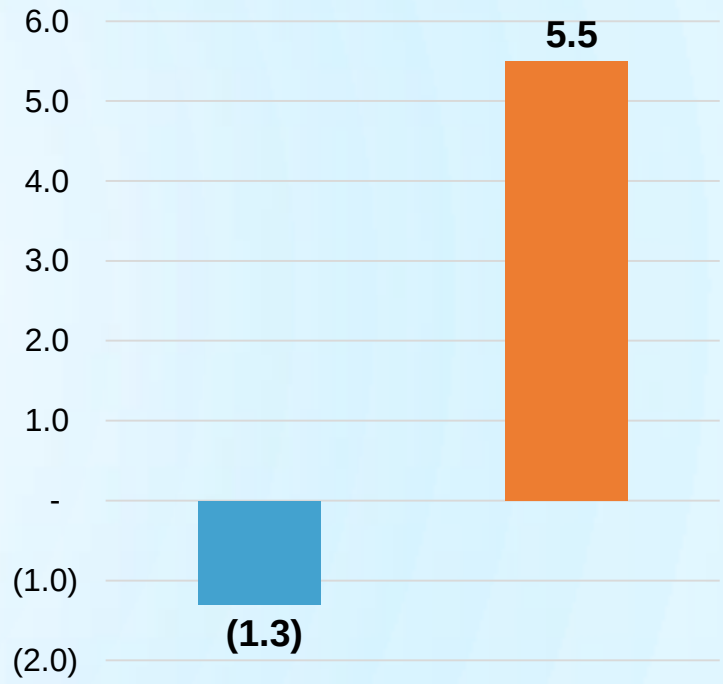
## Revenue (S$ Mil)




## Pre-tax Operating Profit (S$ Mil)




## Net Profit (S$ Mil)




18 mths ended 31 December 2018

18 mths ended 31 December 2017

# Quarterly Revenue (S$'000) & Gross Profit Margin (%)



# Quarterly Pre-tax Operating Profit (S$'000)



# Balance Sheet

| S$' mil | As at 31 Dec 2018 | As at 30 Jun 2017 |
|---|---|---|
| Net Assets | 121.3 | 125.3 |
| Borrowings | 4.6 | 8.7 |
| Equity | 121.3 | 125.3 |
| Gearing (%) | 3.8 | 7.0 |
| Cash & Cash Equivalents (incl. fixed deposits and short-term investments) | 43.3 | 60.6 |
| Net Asset Value Per Share (SG cents) | 47.90 | 48.31 |

# Dividend



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



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



**FY2016**: Special interim dividend of **13** Singapore cents a share

# Stock Data

| | As at 8 Mar 2019 |
|---|---|
| Price per share (S$) | 0.405 |
| Market Cap (S$ million) | 102.6 |
| Shares Issued (million) | 253.3 |
| P/E Ratio | 18.6^ |
| Dividend Yield (%) | 2.96 |
| Free Float (%) | 34.87% |

^ Based on diluted EPS for 18 months ended 31 December 2018

# Shareholding Structure

| Entity | Stake (%) |
|---|---|
| Sanpower Group Corporation | 30.55 |
| Full Day Limited, Sincere View International Ltd * | 21.55 |
| FIL Limited | 6.40 |
| Robust Plan Limited | 6.28 |
| **Free Float: 34.87%** | |

* Full Day Limited and Sincere View International are owned by HK businessman Hon Kwok Lung

# GROWTH STRATEGIES & OUTLOOK

# New Cordlife – Mobilizing Our Biggest Resources

Cordlife's greatest strengths have yet to be tapped. New Cordlife is making this a top priority

**Our People**

- ✓ Foot soldiers on the ground throughout South and Southeast Asia
- ✓ Preferred partner for anyone looking to tap the large and lucrative markets where New Cordlife operates

**Deepen & Diversify Revenue**

- ✓ Deepening – Deepen penetration in emerging markets such as India, Philippines, Indonesia where penetration rates remain low
- ✓ Diversifying – continue to expand diagnostics platform, always seeking synergies with cord blood banking

# New Cordlife – Our Strategy

**Installed Client Base**

- ✓ Over 200,000 families, well over half a million people, more than 10% of Singapore's population
- ✓ Razor and razor blade opportunity through membership, more services and utilization of big data
- ✓ New Cordlife will leverage this pool of potential demand for repeat business

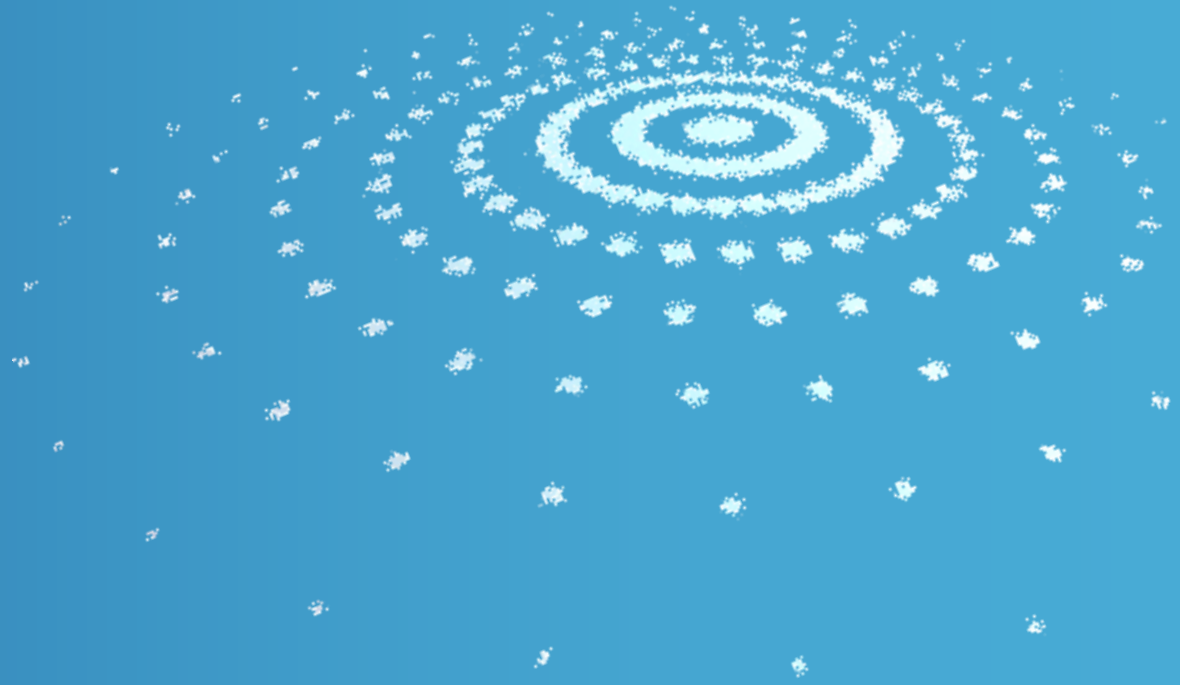
**Accelerate Growth thru M&A**

- ✓ Judiciously use M&A to accelerate growth. Buy where organic growth has a long time horizon and lower returns
- ✓ Commercial angle to drive M&A dialogues. "Plug and Play" preferred
- ✓ Strong experienced team

**China**

- ✓ Singapore brand highly valued for quality and integrity
- ✓ "One Belt, One Road"
- ✓ Healthcare is a magnet for capital: high potential returns, politically welcomed
- ✓ Leverage connections in China

# Q&A



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