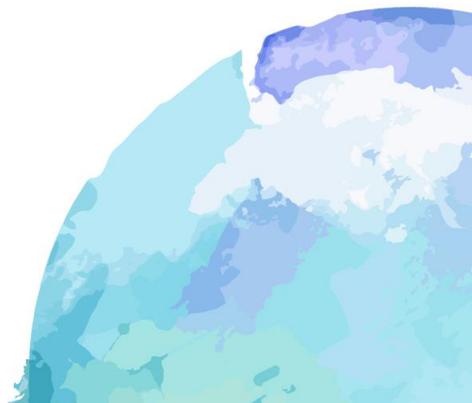




1H FY2019 Results Presentation



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Content

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- 2 Financial Highlights
- 3 Growth Strategies & Outlook

Overview

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Business Overview – Operating Segments

Banking

Cord Blood Banking



- Collection at birth, processing, testing, cryopreservation and storage of stem cells from the umbilical cord blood – **Haematopoietic Stem Cells (HSCs)**

Cord Lining Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord lining - **Mesenchymal stem cells (MSCs) and Epithelial stem cells (EpSCs)**
- Patented technology – Exclusive license from CRC.

Cord Tissue (Wharton's Jelly) Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord tissue - **Mesenchymal stem cells (MSCs)**

Diagnostics

Non-invasive Newborn Metabolic Screening



- A non-invasive, early detection test specially designed to screen inherited metabolic disorders in newborns.

Paediatric Vision Screening



- Non-invasive detection of vision problems in children
- Catered for children as early as 6 months to 6 years old
- Instant results provided to enable early intervention

Non-Invasive Prenatal Testing (NIPT)



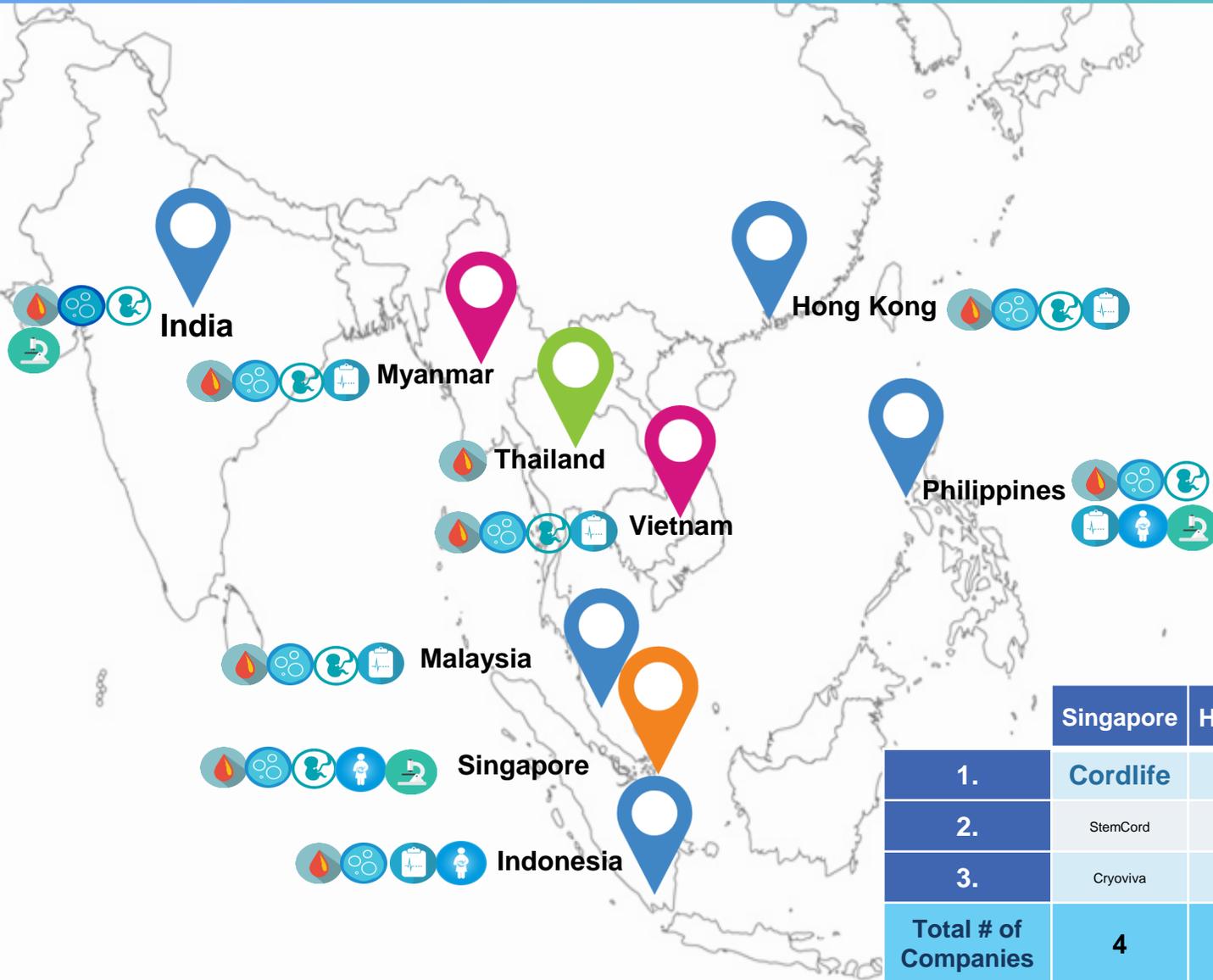
- Catered for expectant women in their 1st trimester
- Analyses cell free foetal DNA in mother's blood to detect foetal chromosomal abnormalities using whole genome sequencing

Family Genetic Testing



- A whole-exome genetic test that cross-analyses genetic information within the family to let them take steps to delay, manage or even prevent the onset of the condition/s that they are predisposed to

Business Overview – Market Presence



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

Banking Services

-  Cord Blood
-  Cord Lining
-  Cord Tissue

Diagnostics Services

-  Non-Invasive Newborn Metabolic Screening
-  Non-Invasive Prenatal Testing
-  Genetic Testing

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

Financial Highlights

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1H2019 Results Summary

REVENUE

S\$33.1 million

(3.6%) y-o-y

GROSS PROFIT

S\$22.0 million

(3.8%) y-o-y

GP MARGIN

66.3%

(0.2 pp) y-o-y

NET PROFIT

S\$1.4 million

+45.4% y-o-y

NET PROFIT MARGIN

4.3%

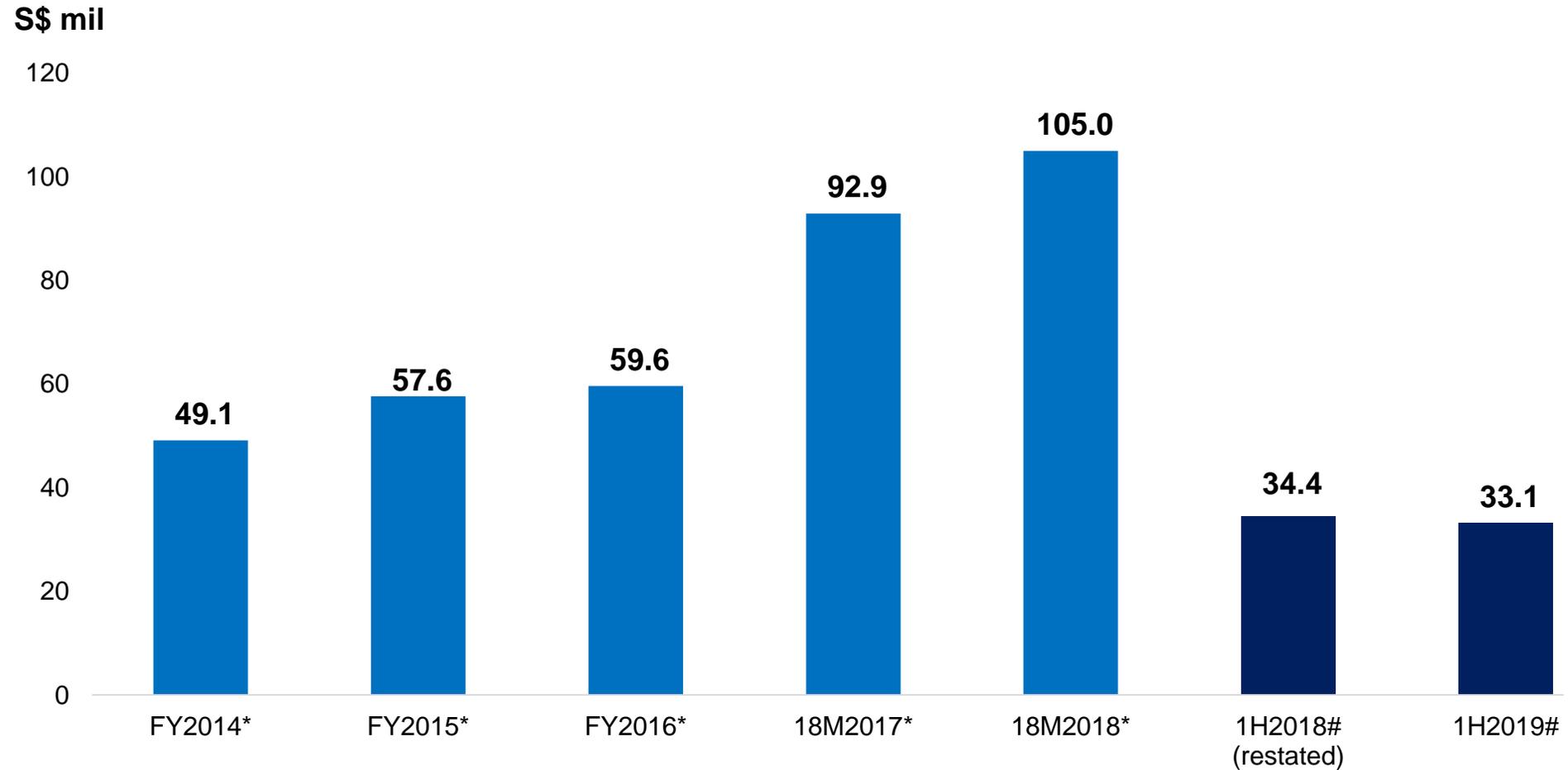
+1.5 pp y-o-y

NET CASH

S\$42.7 million

+S\$4.0 million from 31 Dec 18

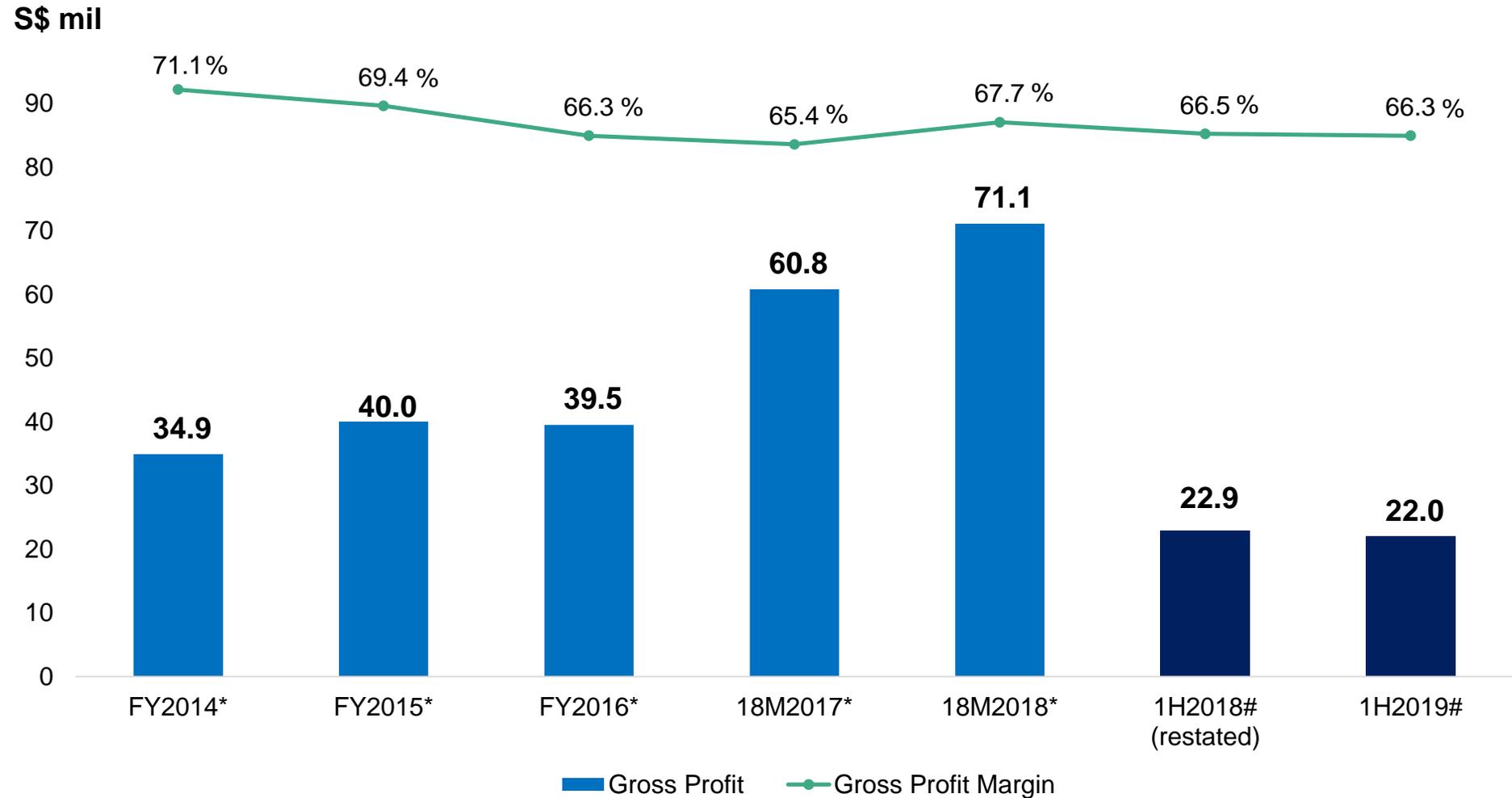
Financials – Revenue



* Prepared in accordance with FRS18 – Revenue.

Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

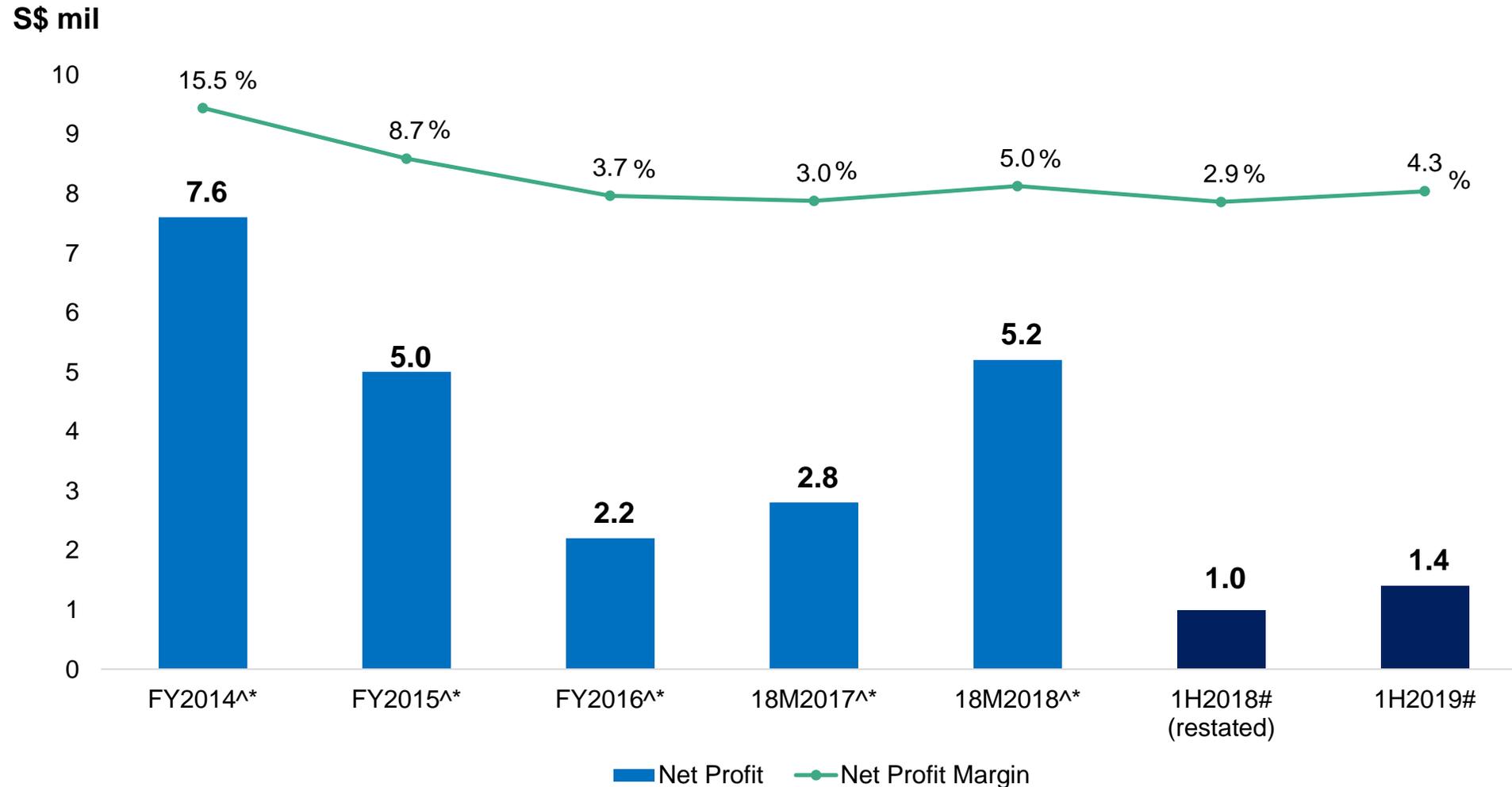
Financials – Gross Profit



* Prepared in accordance with FRS18 – Revenue.

Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

Financials – Net Profit



[^] Excludes one-off items

* Prepared in accordance with FRS18 – Revenue.

Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

Financials – Balance Sheet

S\$' mil	As at 30 Jun 2019	As at 31 Dec 2018
Net Assets	118.3	117.9
Borrowings	4.5	4.6
Gearing (%)	3.8	3.9
Cash & Cash Equivalents, Fixed Deposits and Short-term Investments	47.2	43.3
Net Asset Value Per Share (SG cents)	46.62	46.53

Financials – Cash Flow

S\$' mil	As at 30 Jun 2019	As at 30 Jun 2018
Net cash generated from operating activities	4.1	5.7
Net cash used in investing activities	7.9	(11.6)
Net cash used in financing activities	(1.2)	(4.1)
Cash & cash equivalents at end of the financial period	21.8	12.9

Growth Strategies



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Growth Strategies

Organic Growth

- To increase penetration rate/market share
- To increase market depth
- To facilitate development of stem cell ecosystem
- To create new engines of growth

M&A

- Synergistic with current business
- Earnings accretive
- Targeting Asia

**Thank
you**

