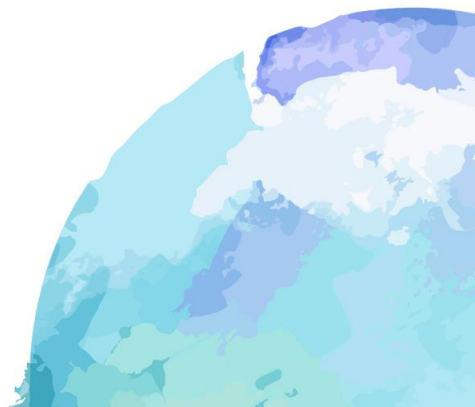




1QFY2019 Results Presentation



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- 2 Corporate Developments
- 3 Financial Highlights
- 4 Growth Strategies & Outlook

Overview

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Business Overview – Operating Segments

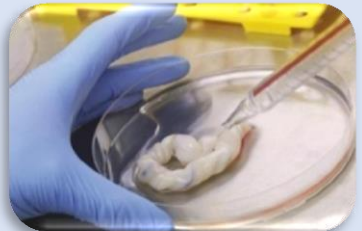
Banking

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)



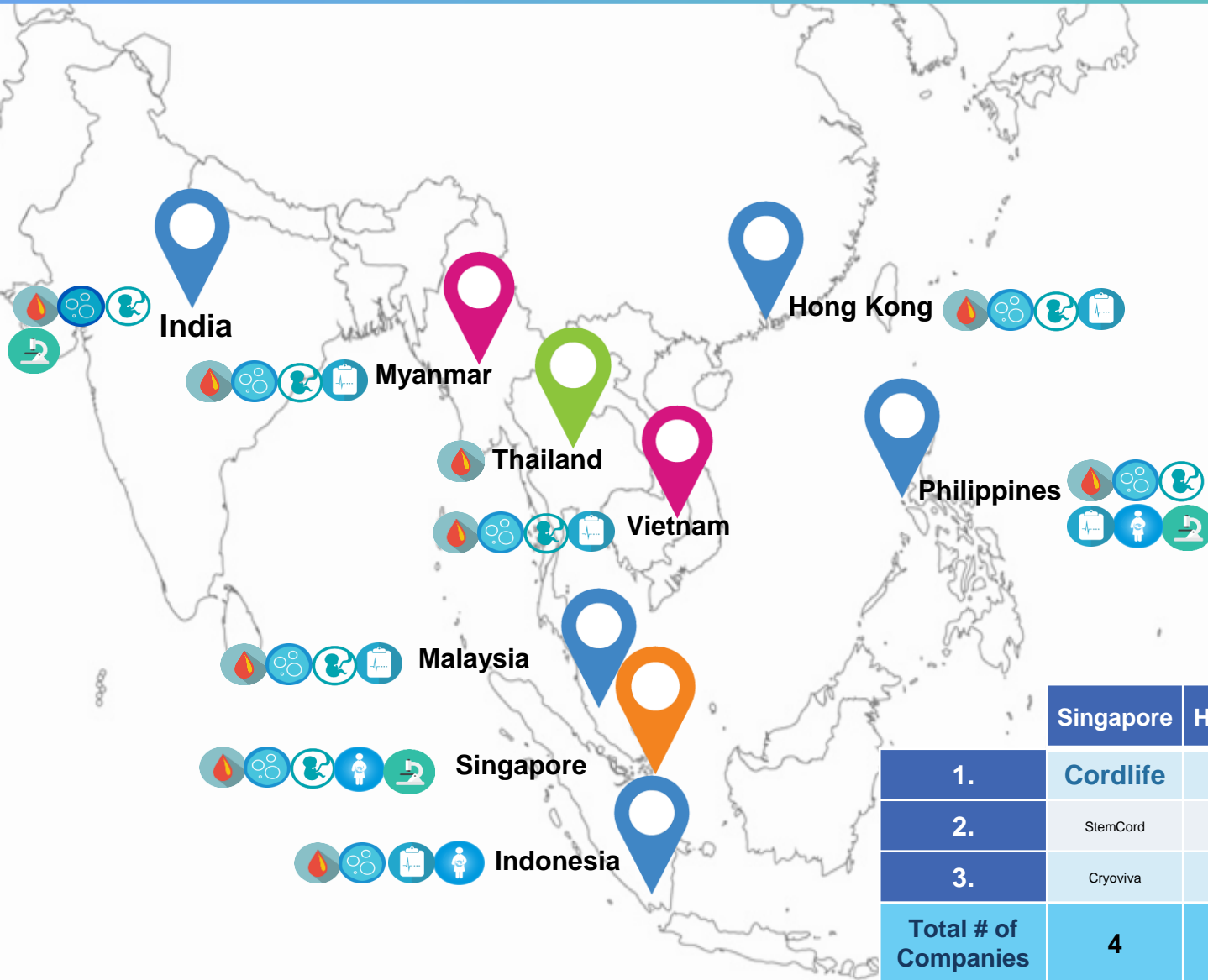
- Catered for expectant women in their 1st trimester
- Analyses cell free foetal DNA in mother's blood to detect foetal chromosomal abnormalities using whole genome sequencing

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 |

Corporate Developments

Collaboration with Sandor on diagnostics in India

- Founded by Mr. Rajeev Sindhi, Sandor is a **pan India** exclusive marketer & distributor of specialized drugs/devices to the hospital segment in India & Bangladesh.
- Co-launched **pre natal and post natal diagnostics tests** in 35-40 cities out of the targeted 120+ cities.

FACT accreditation in Hong Kong

- Healthbaby is **first** private cord blood bank in Hong Kong to receive FACT accreditation.
- Achieved **dual-accreditation status** (AABB and FACT) - one of the four cord blood banks in Asia and among the seven in the world to be dual accredited.
- The FACT accreditation is a **major milestone** for the cord blood banking industry in Hong Kong.

Adoption of SFRS (I) 15

- Adoption of SFRS (I) 15 for revenue recognition effective 1Q2019.

Financial Highlights

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1Q2019 Results Summary

REVENUE

S\$16.6 million

(4.3%) y-o-y

GROSS PROFIT

S\$11.2 million

(3%) y-o-y

GP MARGIN

67.3%

+90 bps y-o-y

NET PROFIT

S\$0.9 million

47.7% y-o-y

NET PROFIT MARGIN

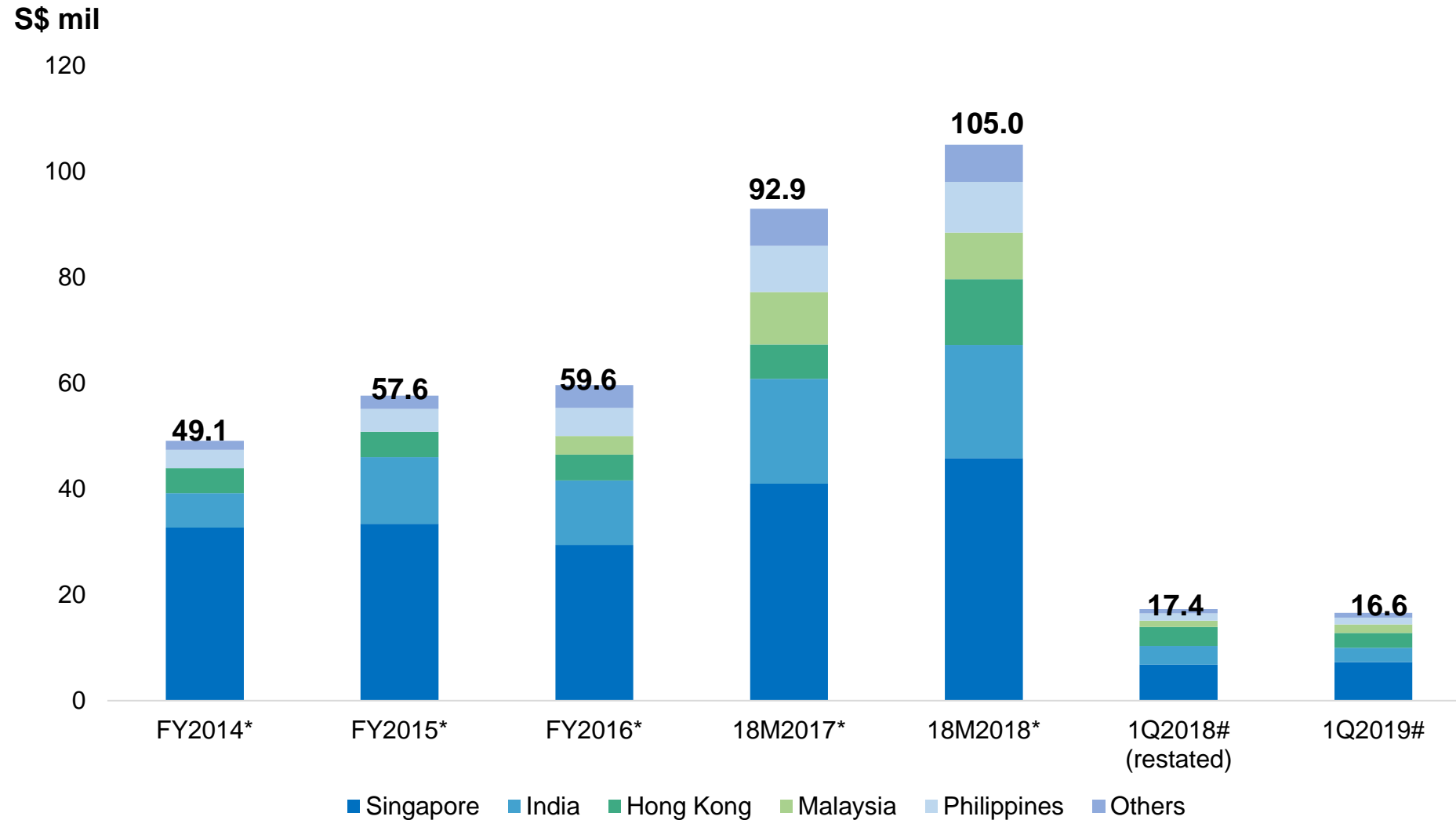
5.6%

+190 bps y-o-y

NET CASH

S\$43.5 million

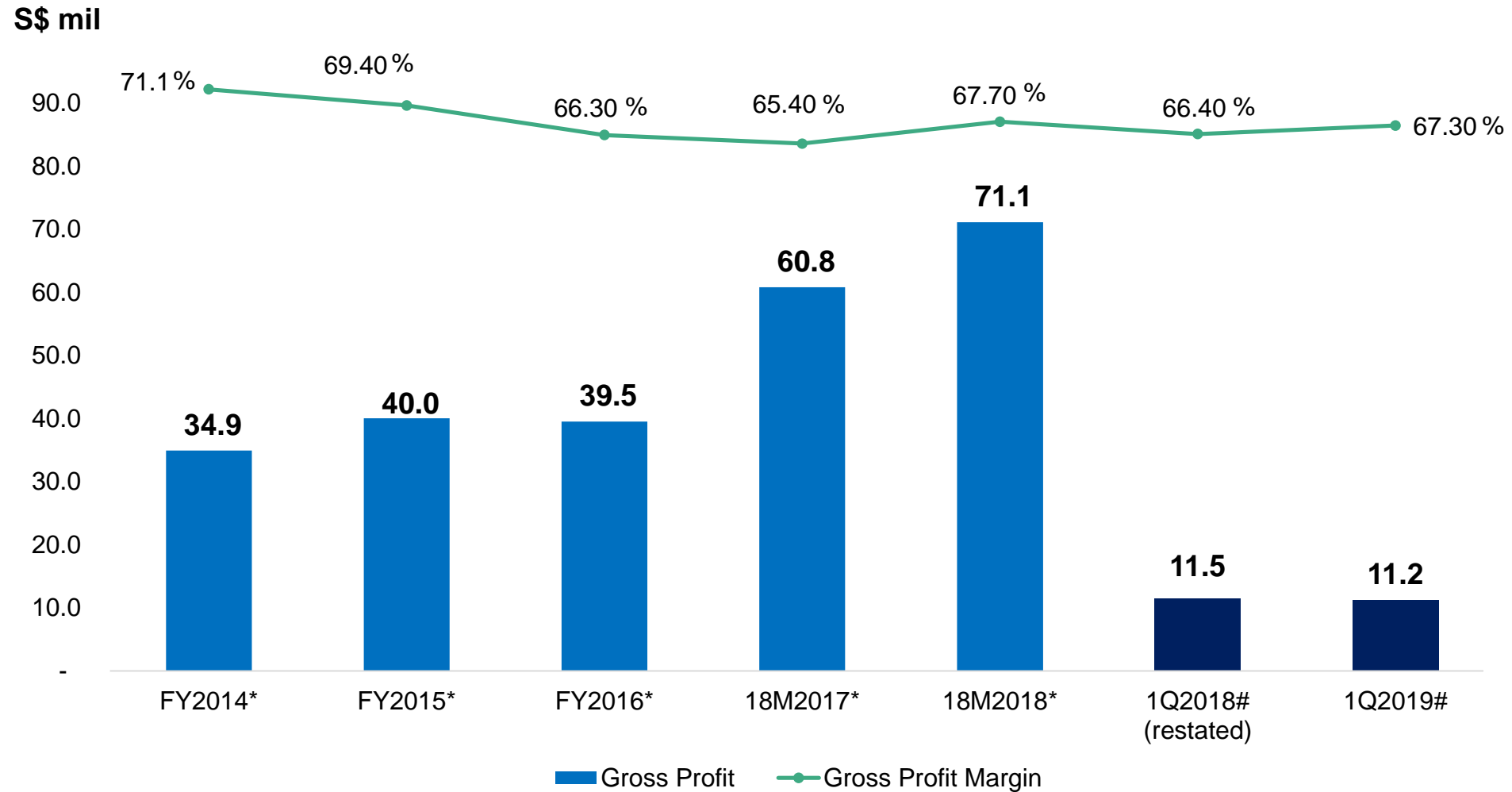
Financials - Revenue



* Prepared in accordance with FRS18 – Revenue.

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

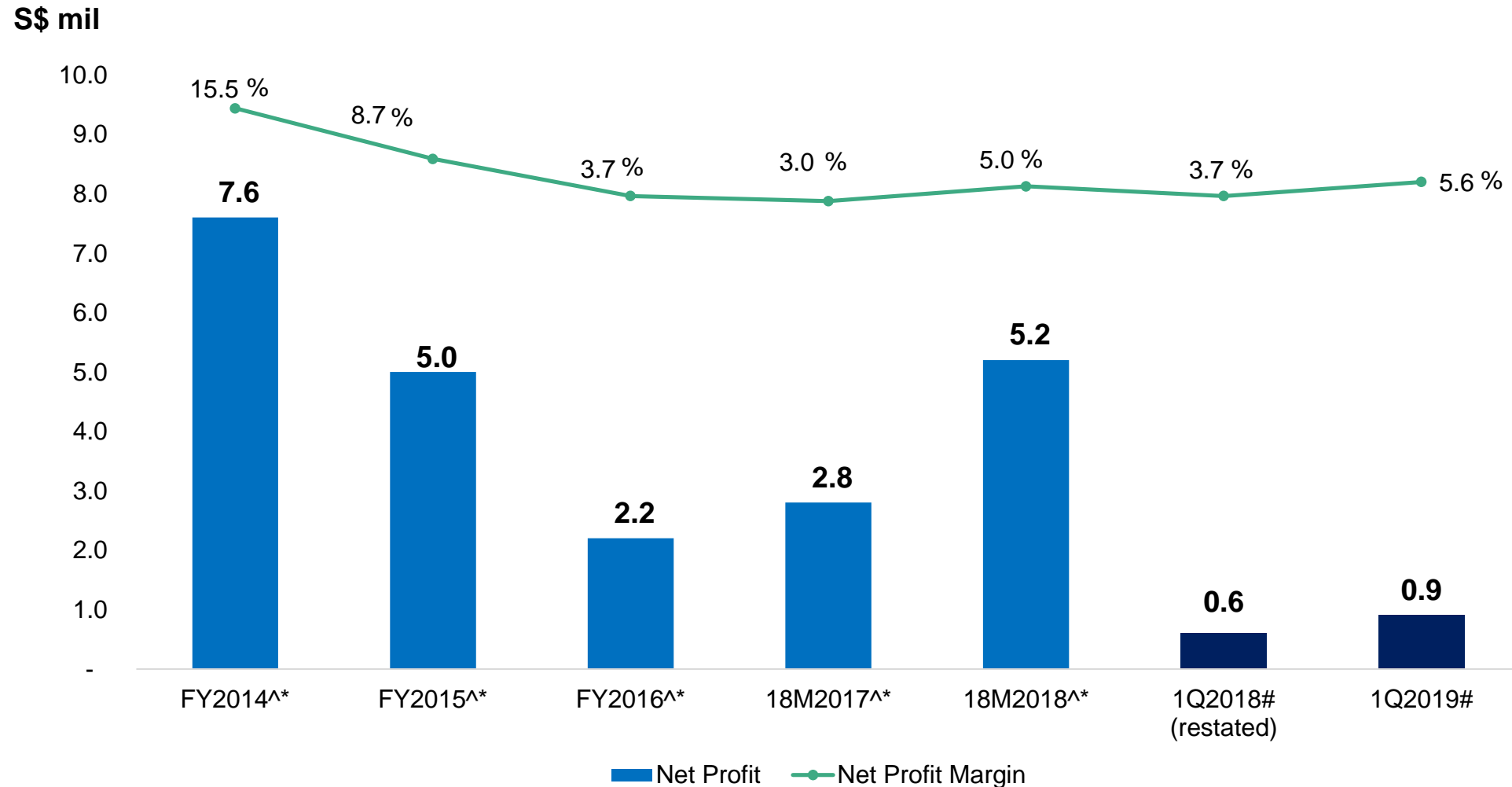
Financials – Gross Profit



* 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 31 Mar 2019 | As at 31 Dec 2018 (restated) |
|--|-------------------|---------------------------------|
| Net Assets | 119.1 | 117.9 |
| Borrowings | 4.5 | 4.6 |
| Gearing (%) | 3.8 | 3.8 |
| Cash & Cash Equivalents, Fixed Deposits and Short-term Investments | 48.0 | 43.3 |
| Net Asset Value Per Share (SG cents) | 47.00 | 46.53 |

Financials – Cash Flow

| S\$' mil | As at 31 Mar 2019 | As at 31 Dec 2018 (restated) |
|--|-------------------|---------------------------------|
| Net cash generated from operating activities | 2.7 | 3.3 |
| Net cash used in investing activities | (1.5) | (10.1) |
| Net cash used in financing activities | (0.1) | (2.8) |
| Cash & cash equivalents at end of the financial period | 12.3 | 12.4 |

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**

