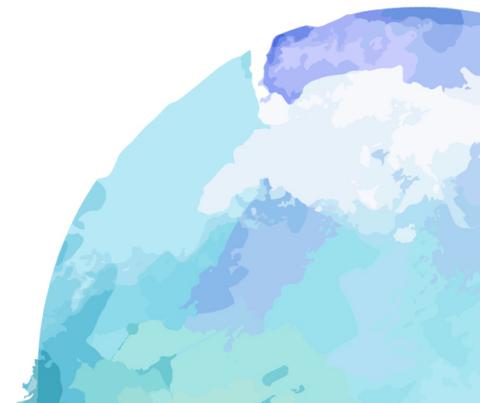




FY2022 Results Presentation



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2H2022 Results Summary

REVENUE

S\$28.9 million

10.2% increase over 1H2022

GROSS PROFIT

S\$19.6 million

11.6% increase over 1H2022

GP MARGIN

67.8%

0.8 pp increase over 1H2022

NET PROFIT

S\$3.0 million

58.0% increase over 1H2022

OPERATING
NET PROFIT MARGIN

6.9%

0.7 pp decrease over 1H2022

FY2022 Results Summary

REVENUE

S\$55.2 million

(2.7)% y-o-y

GROSS PROFIT

S\$37.2 million

(5.8)% y-o-y

GP MARGIN

67.4%

(2.3) pp y-o-y

NET PROFIT

S\$4.9 million

(20.4)% y-o-y

OPERATING
NET PROFIT MARGIN

6.6%

(3.2)pp y-o-y

NET CASH₁

S\$79.3 million

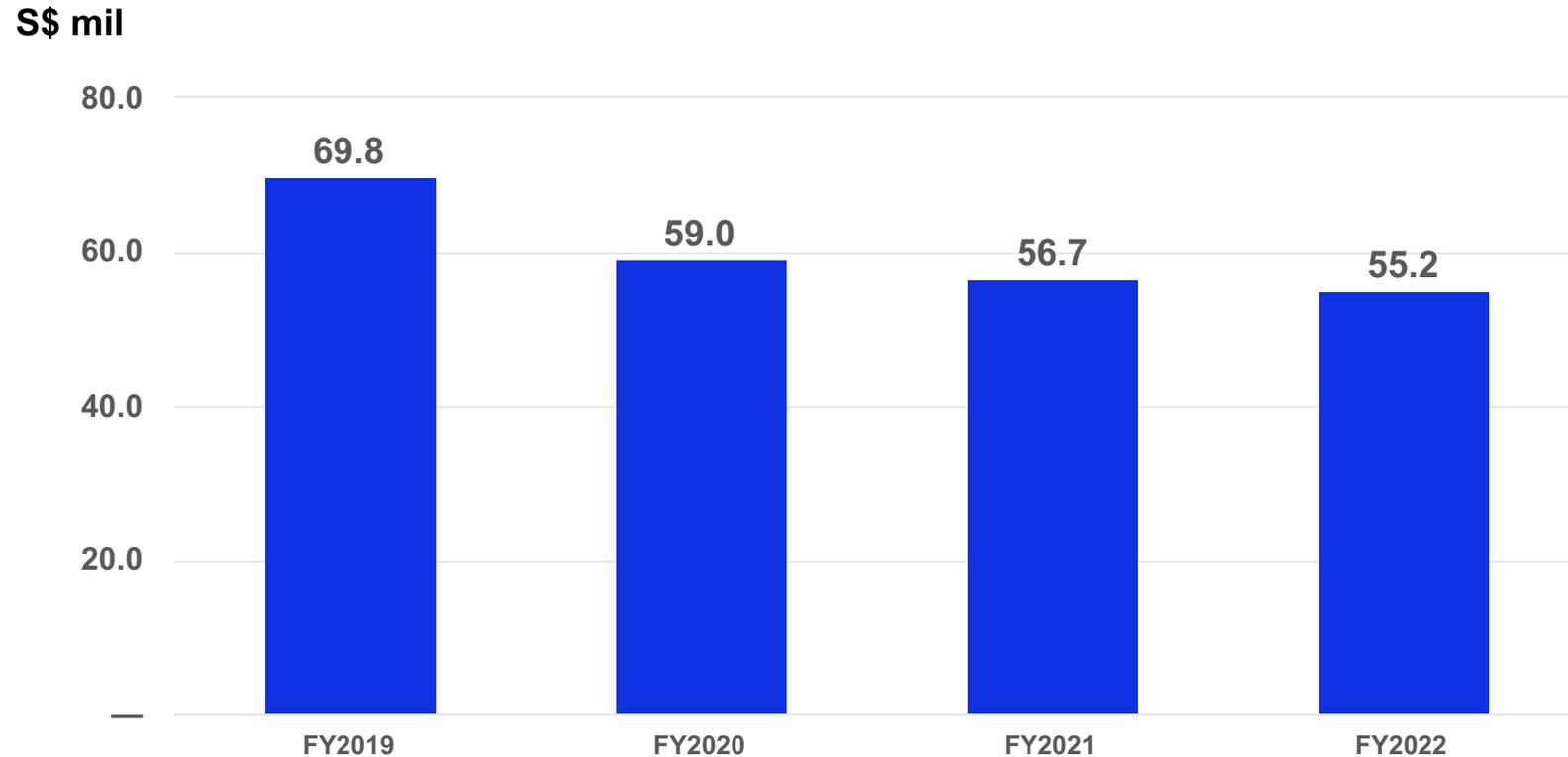
+S\$4.7m from 31 Dec 2021

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

Financial Highlights

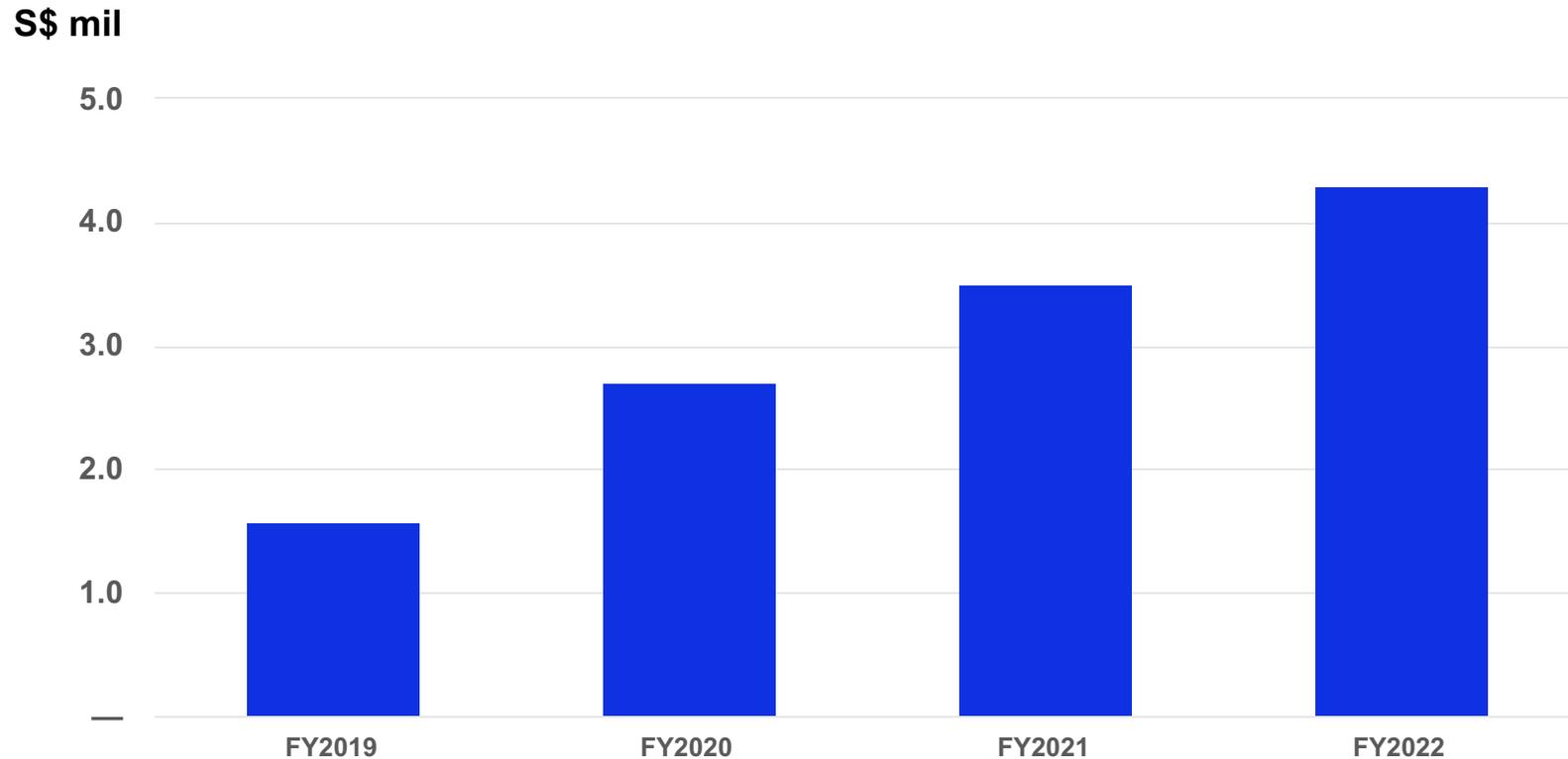


Financials – Revenue



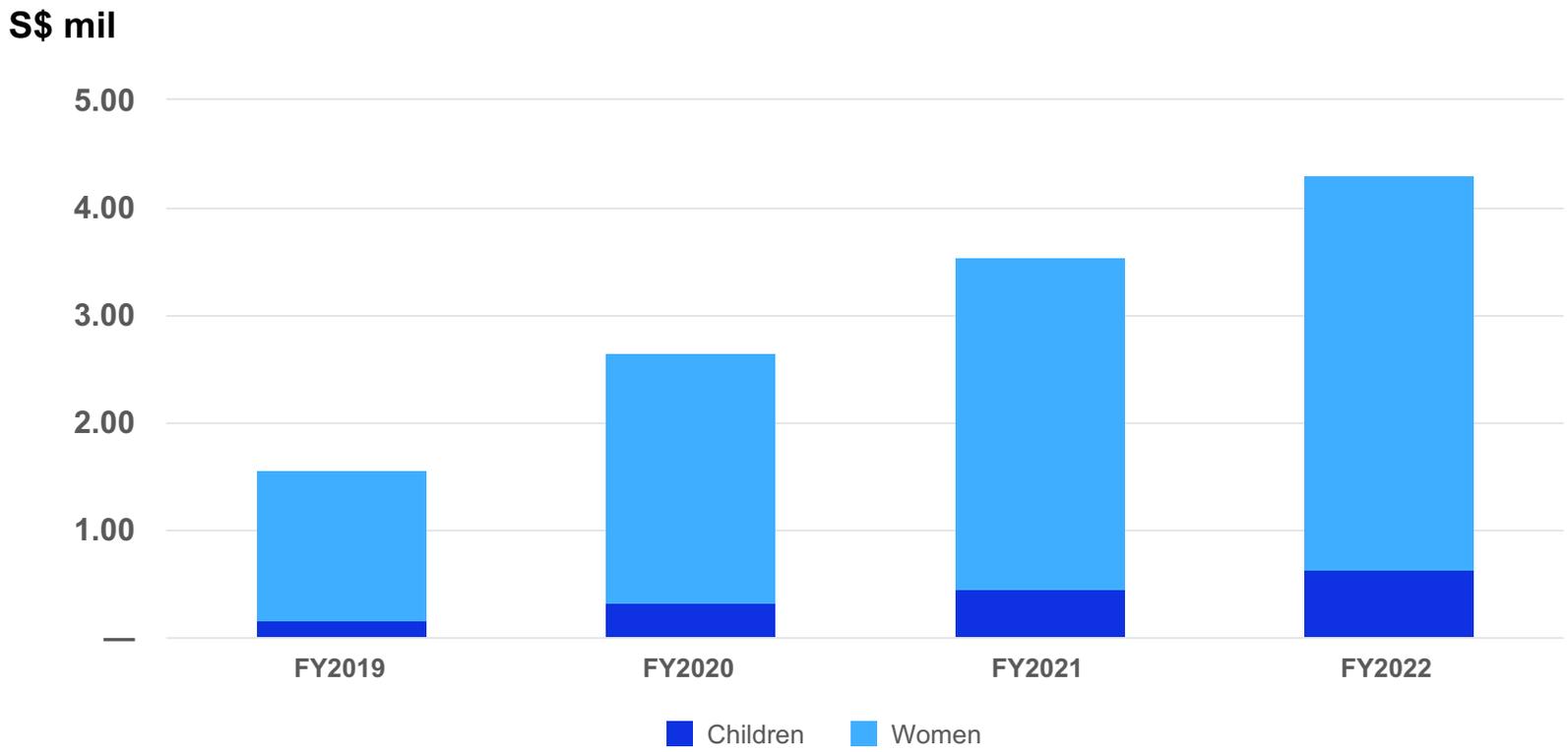
- The Group’s FY2022 revenue decreased 2.7% year-on-year to S\$55.2 million.
- This was mainly due to lower new samples processed and stored in Singapore which was hit by a spike in COVID-19 cases at the start of the year, as well as challenging business conditions in light of macroeconomic factors.
- However, this was slightly buffered by higher revenue contribution from diagnostics services.

Financials – Diagnostics Revenue

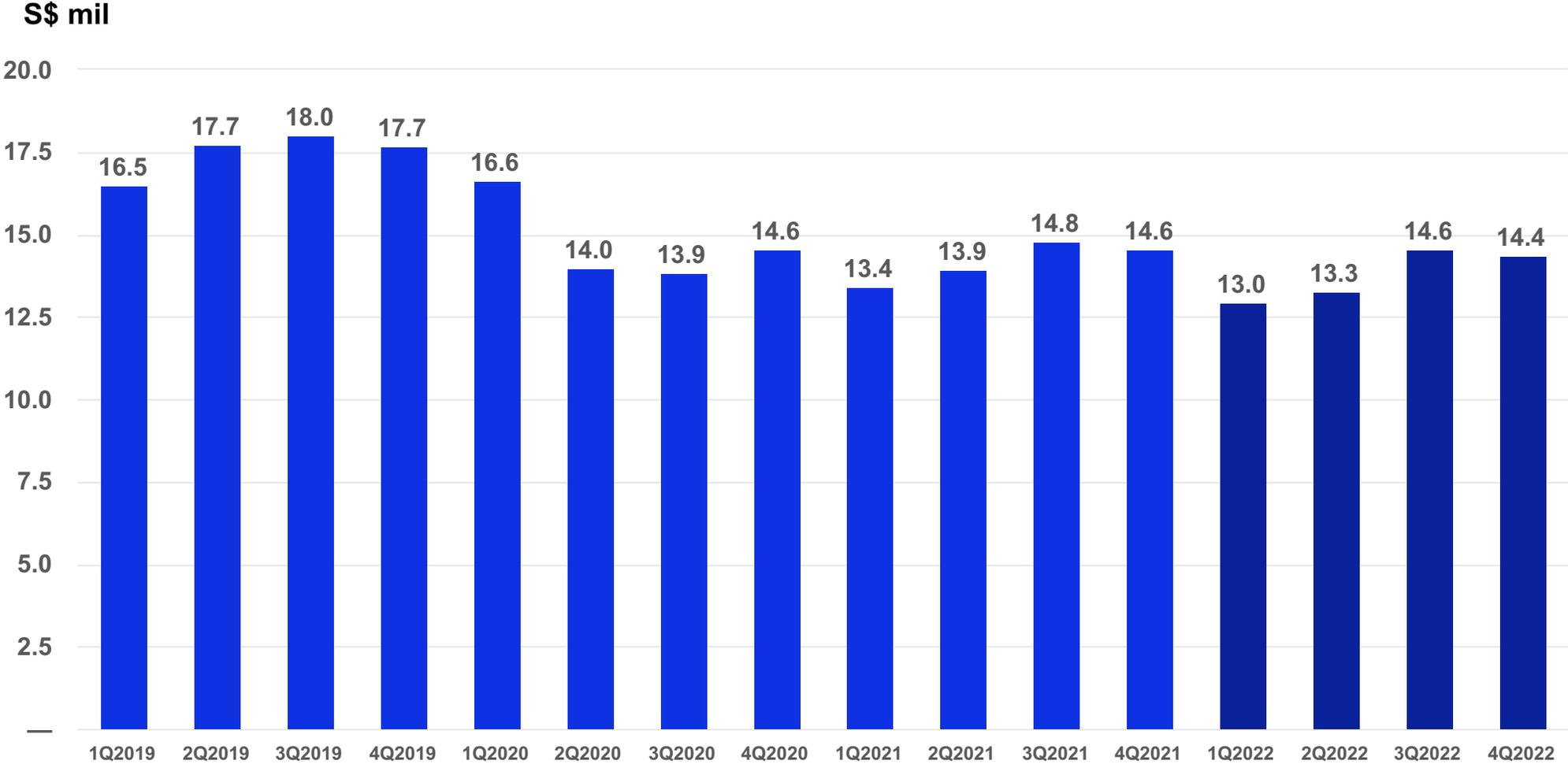


- The Group’s Diagnostics revenue increased 21.6% year-on-year to S\$4.3 million.
- The increase was contributed by all markets with 35.2% of the increase contributed by the Philippines market.

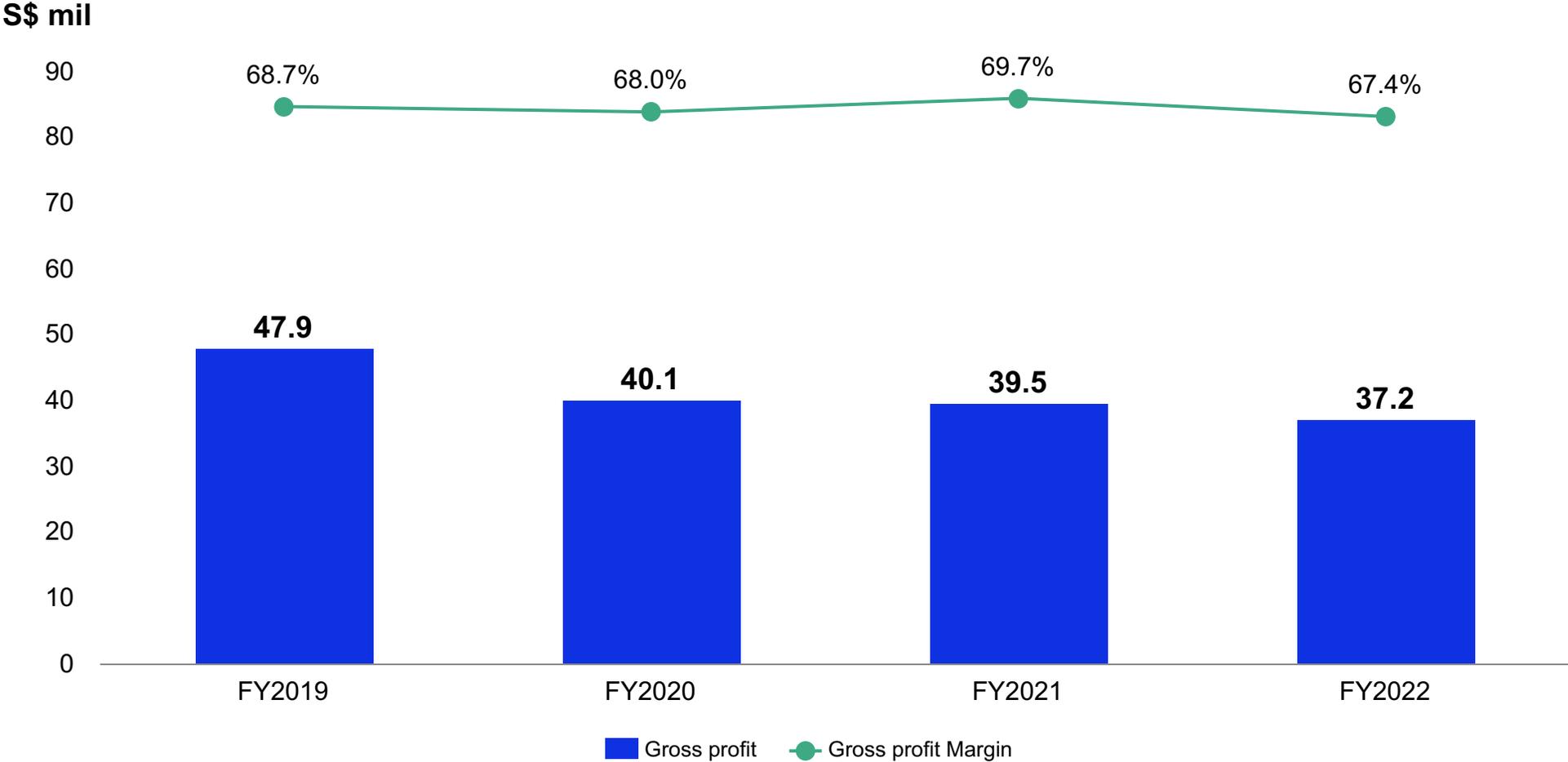
Financials – Diagnostics Revenue by segment



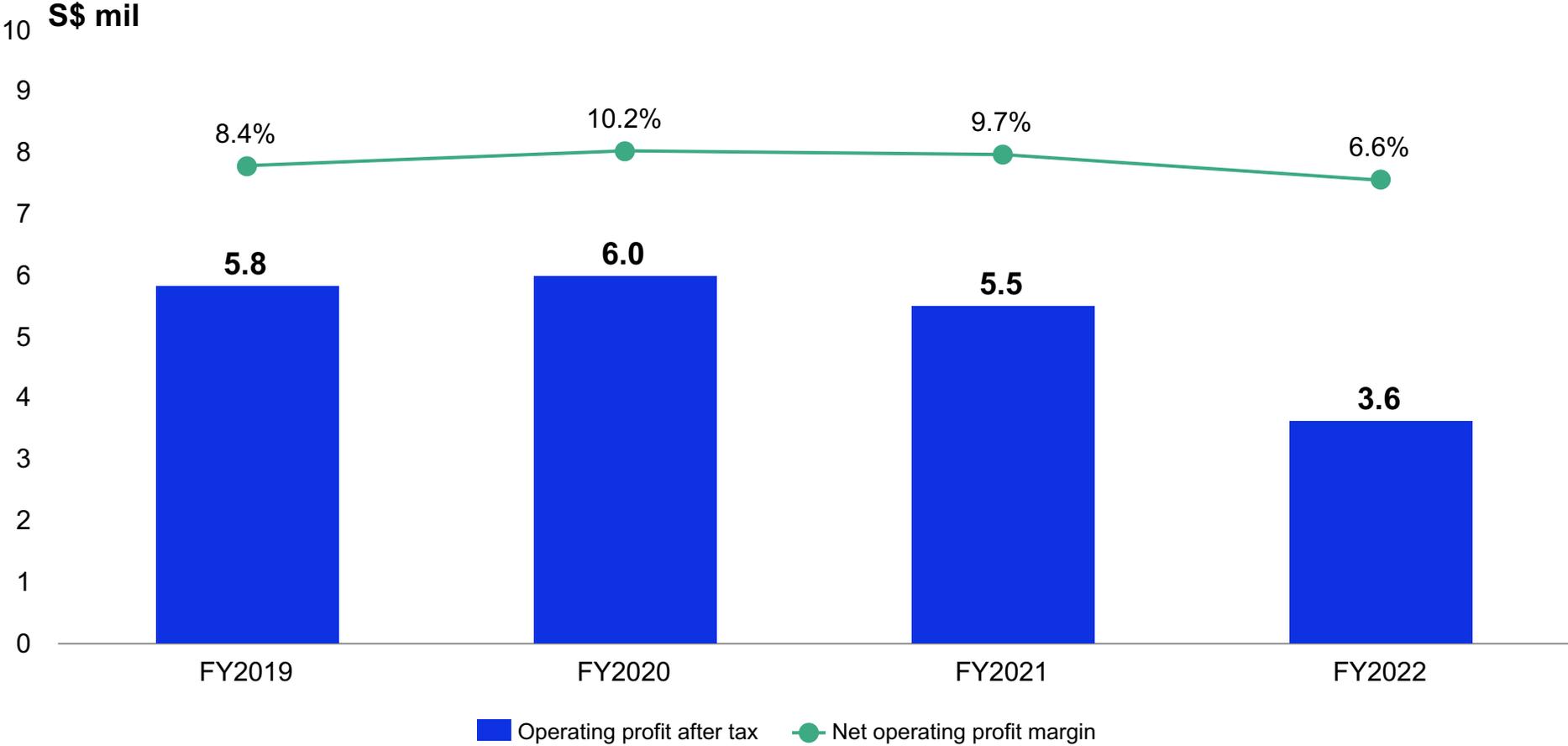
Financials – Quarter-on-quarter Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S\$' mil	As at 31 Dec 2022	As at 31 Dec 2021
Net Assets	134.3	136.7
Borrowings	—	—
Gearing ₁ (%)	—	—
Cash & Cash Equivalents ₂ , Fixed Deposits, Short-term and Long-term Investments	79.3	74.6
Net Asset Value Per Share (SG cents)	52.48	53.54

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$13.4m as at 31 December 2022 (31 December 2021 : S\$15.5m).

Financials – Cash Flow

S\$' mil	For the year ended 31 Dec 2022	For the year ended 31 Dec 2021
Net cash generated from operating activities	5.9	9.5
Net cash used in investing activities ₁	4.2	(23.9)
Net cash used in financing activities	(11.7)	3.4
Net increase in cash and cash equivalents during the financial period	13.4	15.5

1: Net cash used in investing activities mainly comprise the net (placement)/redemption of short-term investments and transfer from/(to) term deposits of S\$2.3m (FY2021 : S\$(23.8)m).

Outlook & Growth Strategies

cordlife



Outlook

Business Outlook

- The Group managed to achieve stability in revenue over the past quarters by adapting quickly and pivoting with the evolving landscape, with the diagnostics services continuing on a positive growth trajectory.
- The prolonged pandemic induced challenges, rising inflation in the global economy, supply chain issues and the surge in COVID-19 cases in Singapore due to multiple variants has impacted new customer sign-ups for banking services in the first half of the year.
- However, the transition towards treating COVID-19 as endemic and reopening of economies around the world is expected to bode well for the Group's business and operations.
- While the Group continues to deepen its digital capabilities, the return of large scale in-person events and baby expos will also serve as a significant channel to reach out to prospective customers.
- The implementation of several government initiatives in Singapore to manage the low fertility and birth rate is expected to also bode well for the Group.
- Increased research on and usage of stem cell therapy for regenerative services are expected to boost overall demand

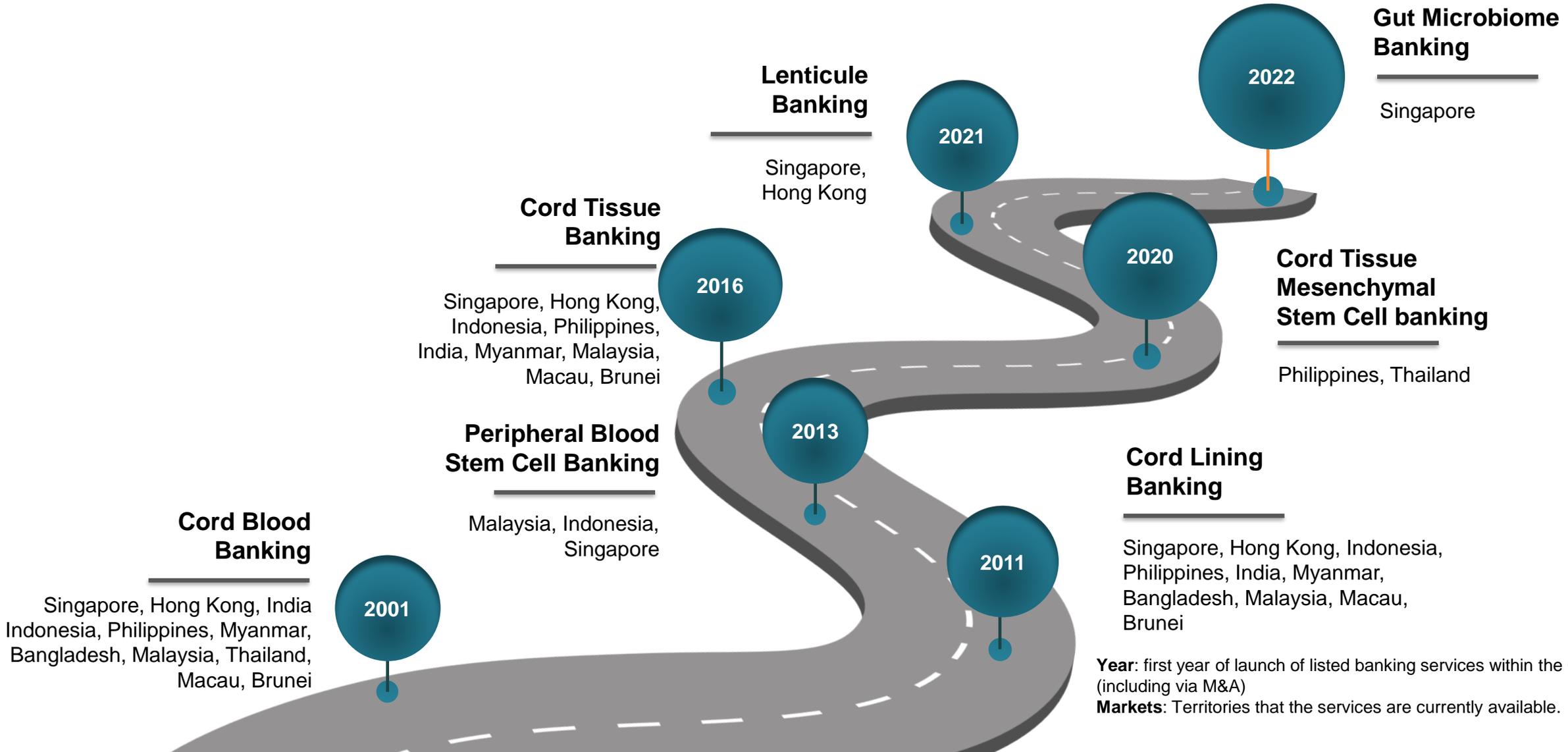
Group Initiatives

- Continue to focus on increasing our product and service offerings in our key markets, especially under the diagnostic segment, to increase customer lifetime value.
- Deepen our digital capabilities to improve our online customer experience and increase operational efficiency.
- Remain focused in developing an ecosystem with doctors and hospitals in the various markets to encourage the utilisation of stem cells.

Growth Strategies

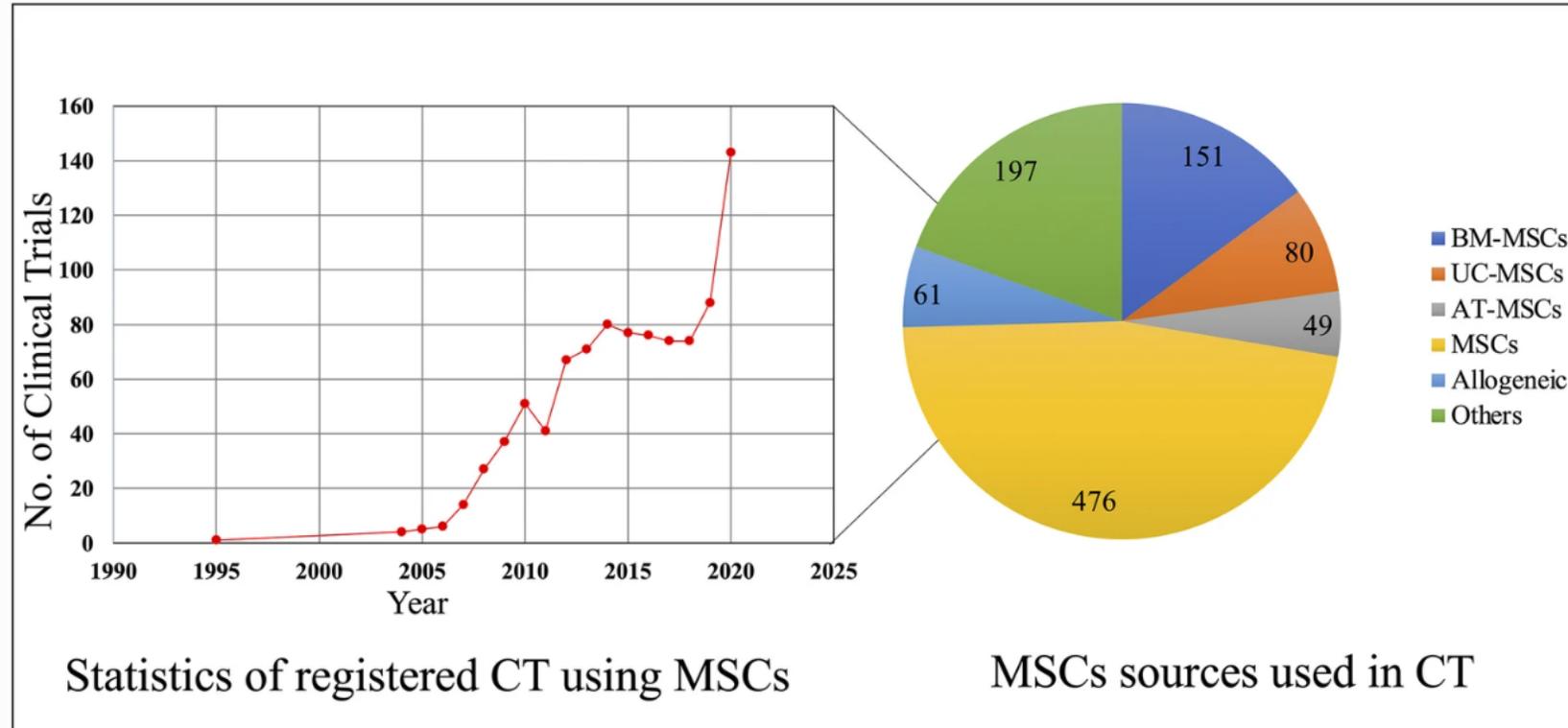


Banking Services



Year: first year of launch of listed banking services within the Group (including via M&A)
Markets: Territories that the services are currently available.

Cord tissue - Increase in clinical trials

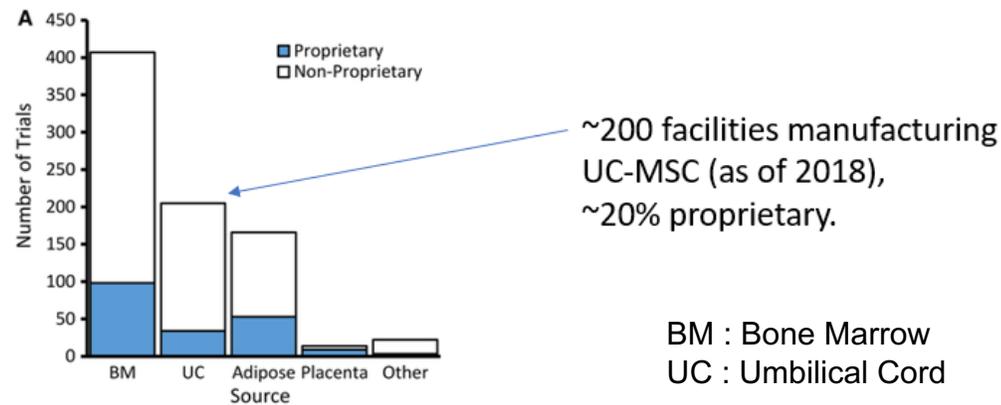
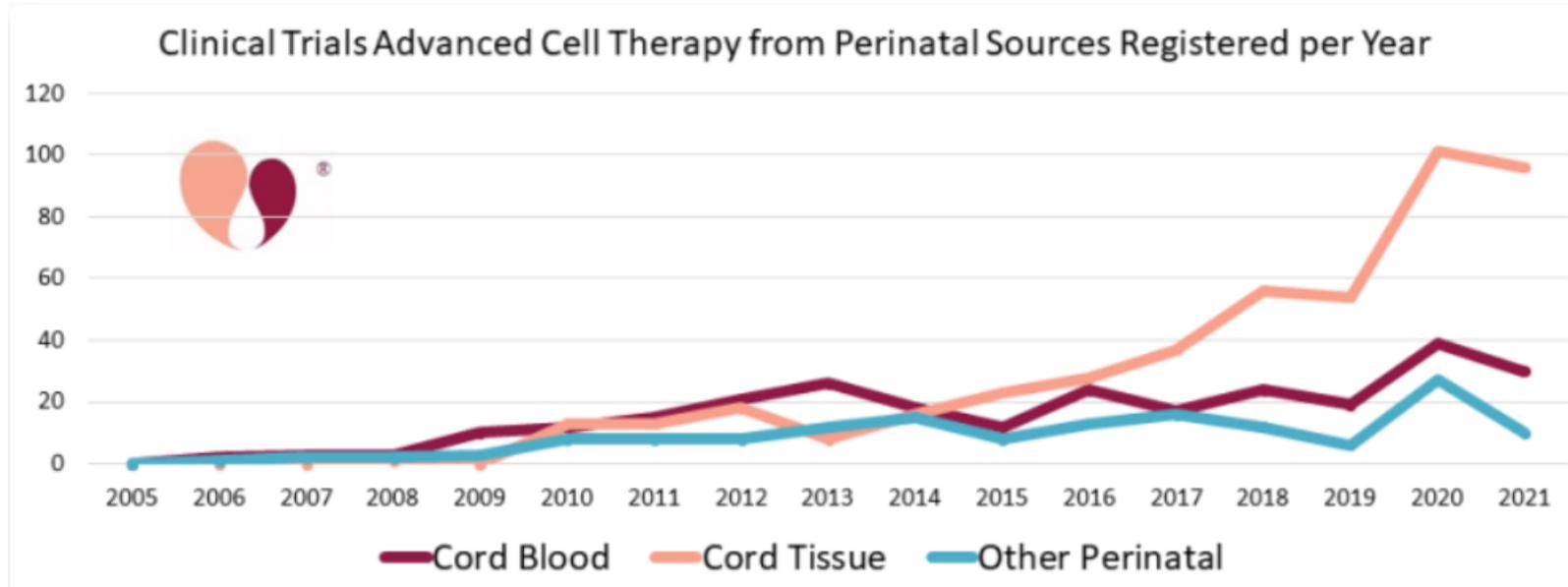


- **Graph A:** Line plot of yearly registered mesenchymal stem cells-based clinical trials at ClinicalTrials.gov since the first use in 1995 up to 2020.
- **Graph B:** Pie chart of number of clinical trials based on main sources used as highlighted in the legend.
- 476 clinical trials did not disclose the source of the MSCs, or the cells source is allogeneic.
- Others refers to cells derived from tissue such as placenta, denta pulp, amniotic mesenchymal stem cells among others.

Source :

<https://link.springer.com/article/10.1007/s12015-022-10369-1/figures/2>

Cord blood and cord tissue - Increase in clinical trials



**Thank
you**

