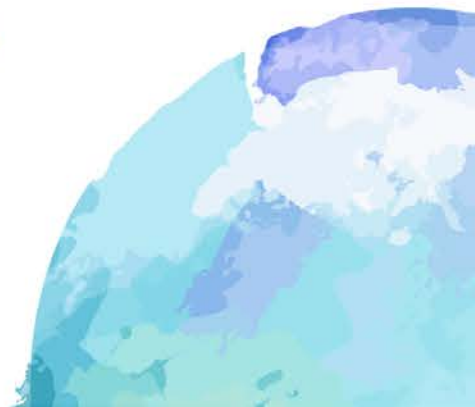


1H2021 Results Presentation



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Content



Overview



Financial Highlights



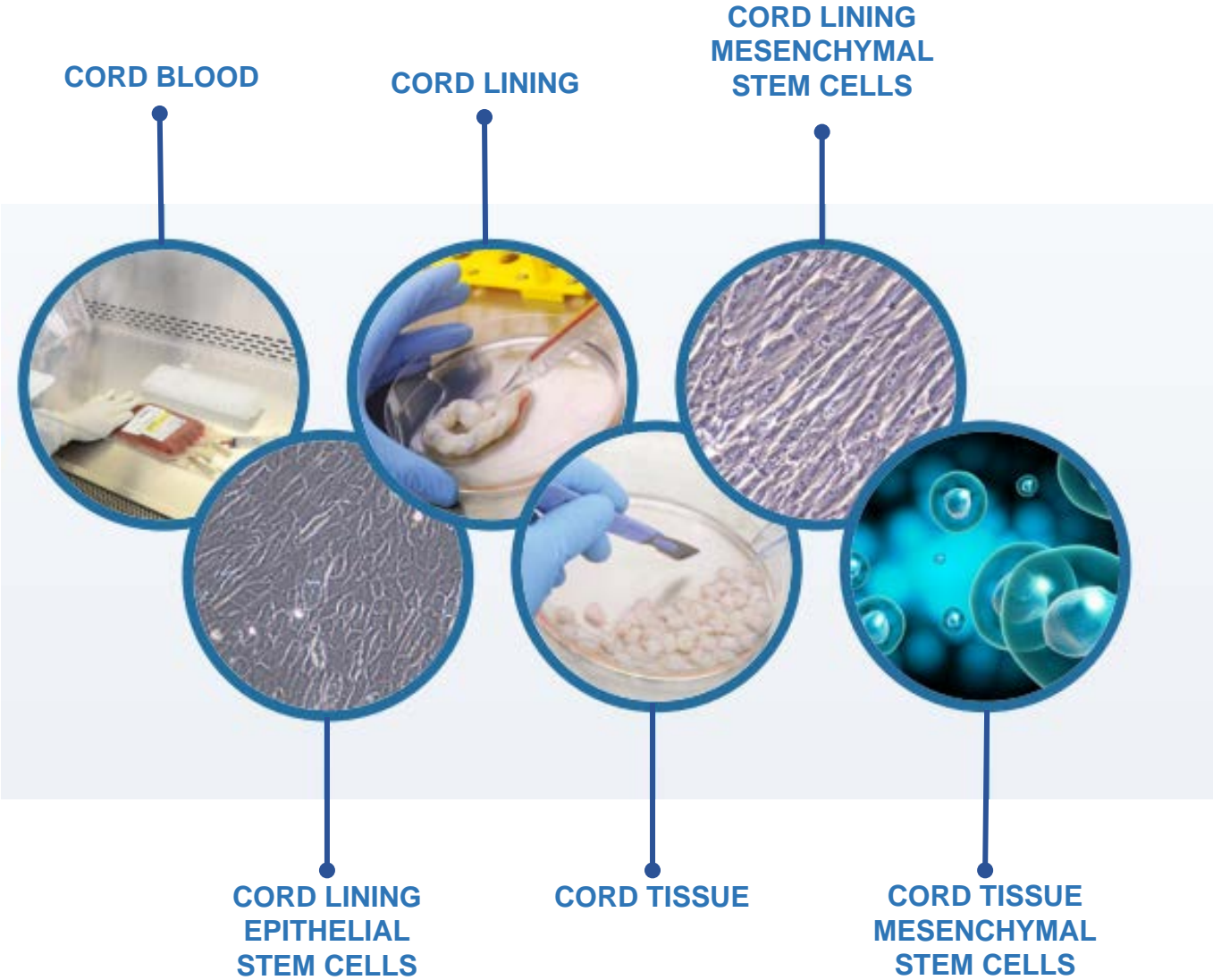
Outlook & Growth Strategies

Overview

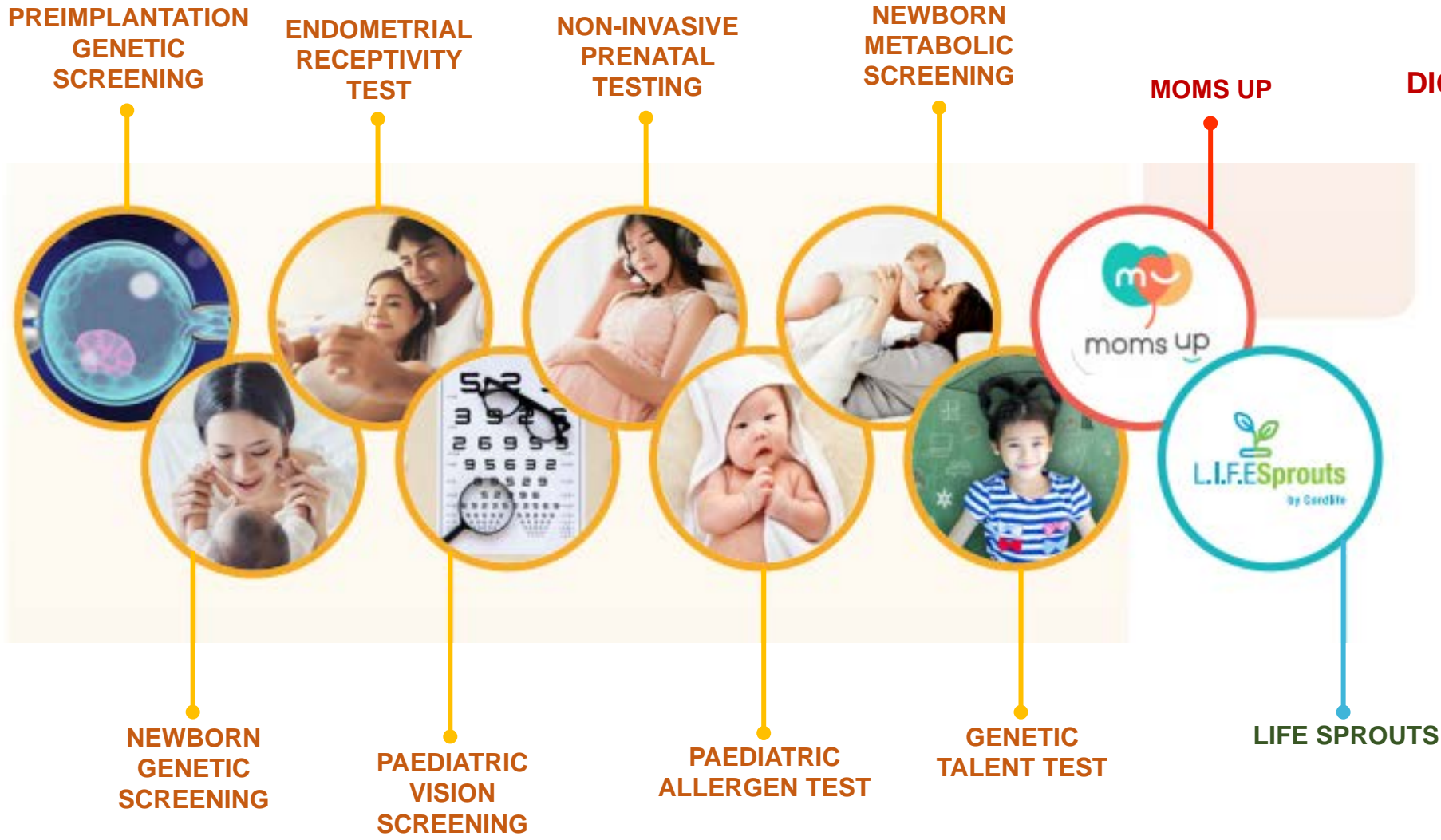


Business Overview – Operating Segments

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS



Business Overview – Operating Segments



BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS

Business Overview – Market Presence

BANKING
DIAGNOSTICS
DIGITAL HEALTHCARE
OTHERS

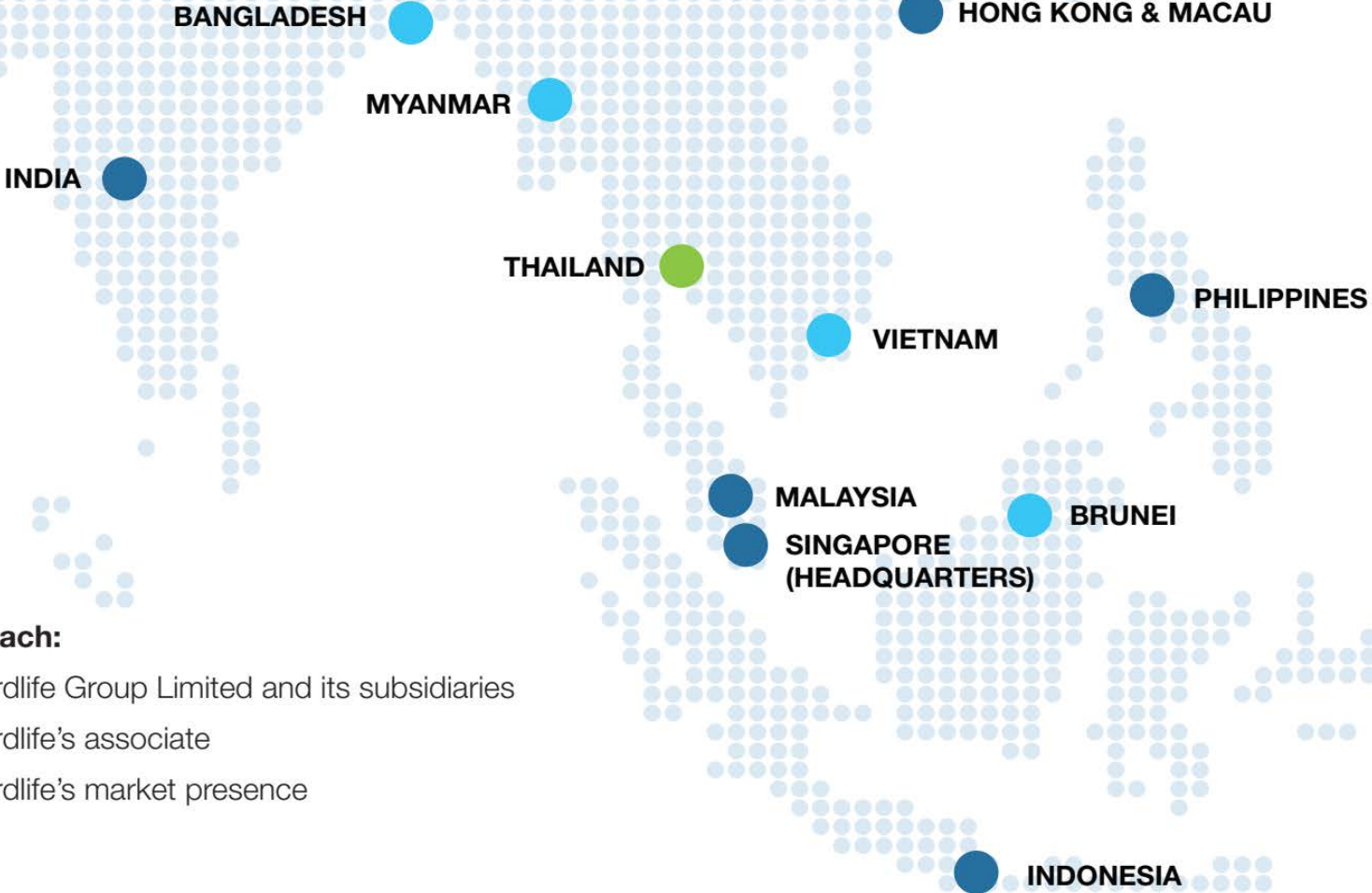
Our Network

Cordlife owns the largest network of cord blood banks in Asia with full stem cell banking facilities in six key markets namely Singapore, Hong Kong, Indonesia, India, Malaysia and the Philippines.

In Singapore, Hong Kong, the Philippines and Indonesia, Cordlife operates the largest private cord blood banks and it is amongst the top three market leaders in India and Malaysia.

Our Reach:

- Cordlife Group Limited and its subsidiaries
- Cordlife's associate
- Cordlife's market presence



Financial Highlights

cordlife



1H2021 Results Summary

REVENUE

S\$23.2 million

(11.7)% y-o-y

GROSS PROFIT

S\$14.7 million

(11.0)% y-o-y

GP MARGIN

63.2%

+0.5 pp y-o-y

NET PROFIT

S\$2.5 million

(5.2)% y-o-y

NET PROFIT MARGIN

10.8%

(0.8)pp y-o-y

NET CASH₁

S\$73.4 million

(S\$1.8) million from 31 Dec 20

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

Analysis of 1H2020

Revenue

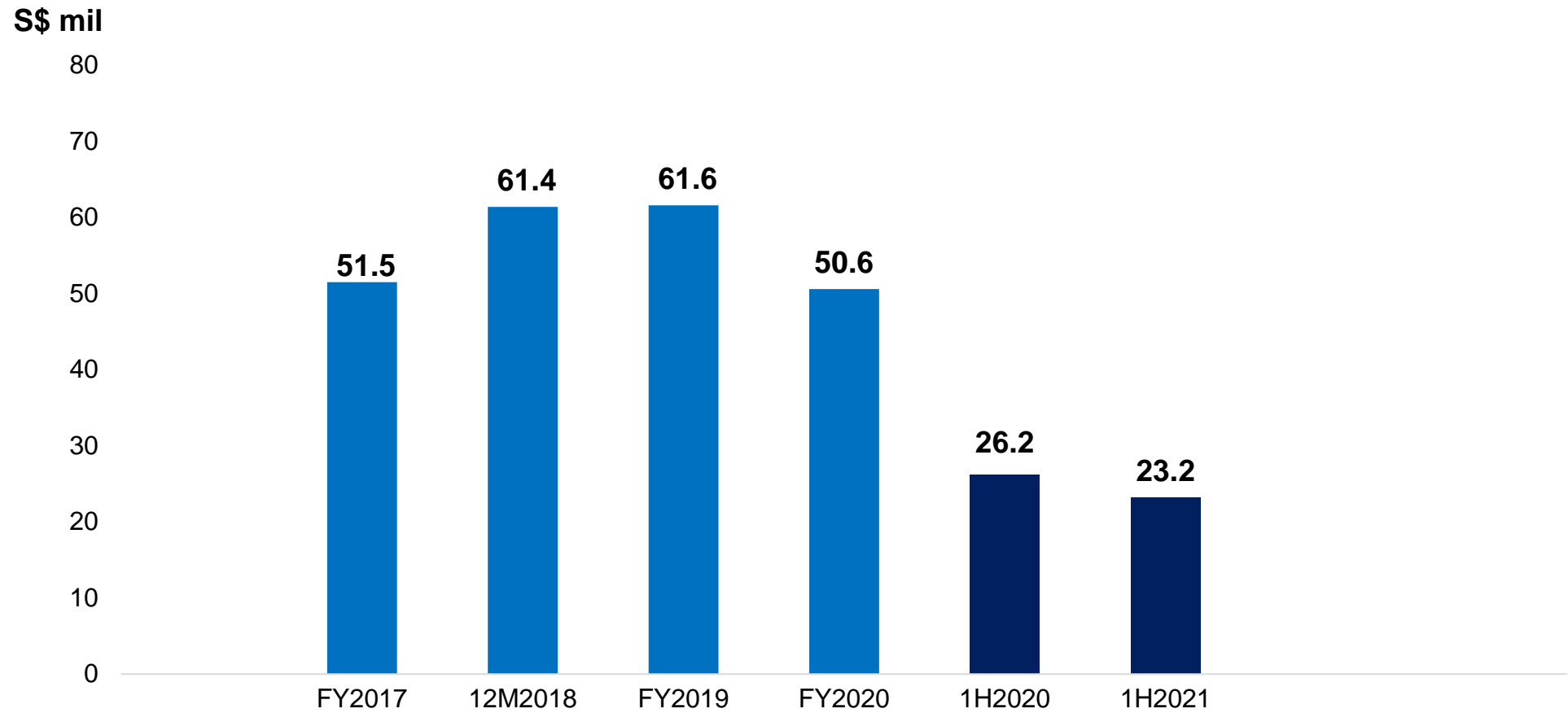
The Group's revenue declined 11.7% year-on-year (“yoy”) to S\$23.2 million due to a 17.0% yoy decrease in new samples processed and stored in 1H2021 arising from the outbreak of COVID-19. However, the decline was partially offset by the conversion of more clients to higher value price plans in the Philippines and Hong Kong as well as increased revenue contribution from diagnostic services.

The Group managed to achieve stability in revenue over the past consecutive five quarters amidst the challenges brought about by the COVID-19 pandemic. Revenue remained resilient and this is expected to continue in the second half of this financial year as the Group adapts to the changing landscape.

Net profit

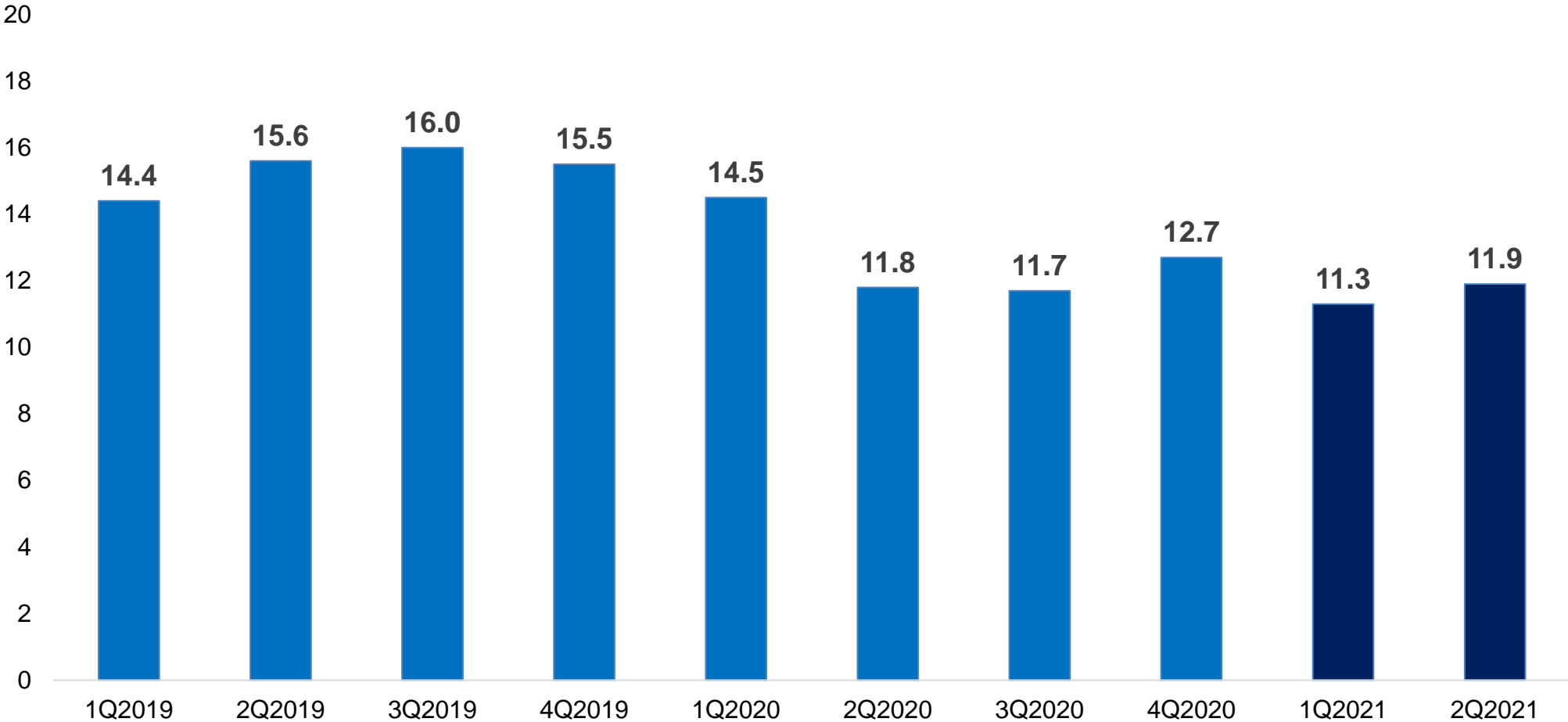
Net profit after tax decreased 5.2% yoy to S\$2.5 million, as a result of lower gross profit of S\$1.8 million, partially offset by savings in operating expenses and recognition of the share of profit of associate, Thai Stemlife Co., Ltd. The savings in operating expenses were attributable to lower marketing expenses and lower administrative expenses (mainly arising from lower provision for non-trade doubtful debts, staff costs and amortisation expenses).

Financials – Revenue



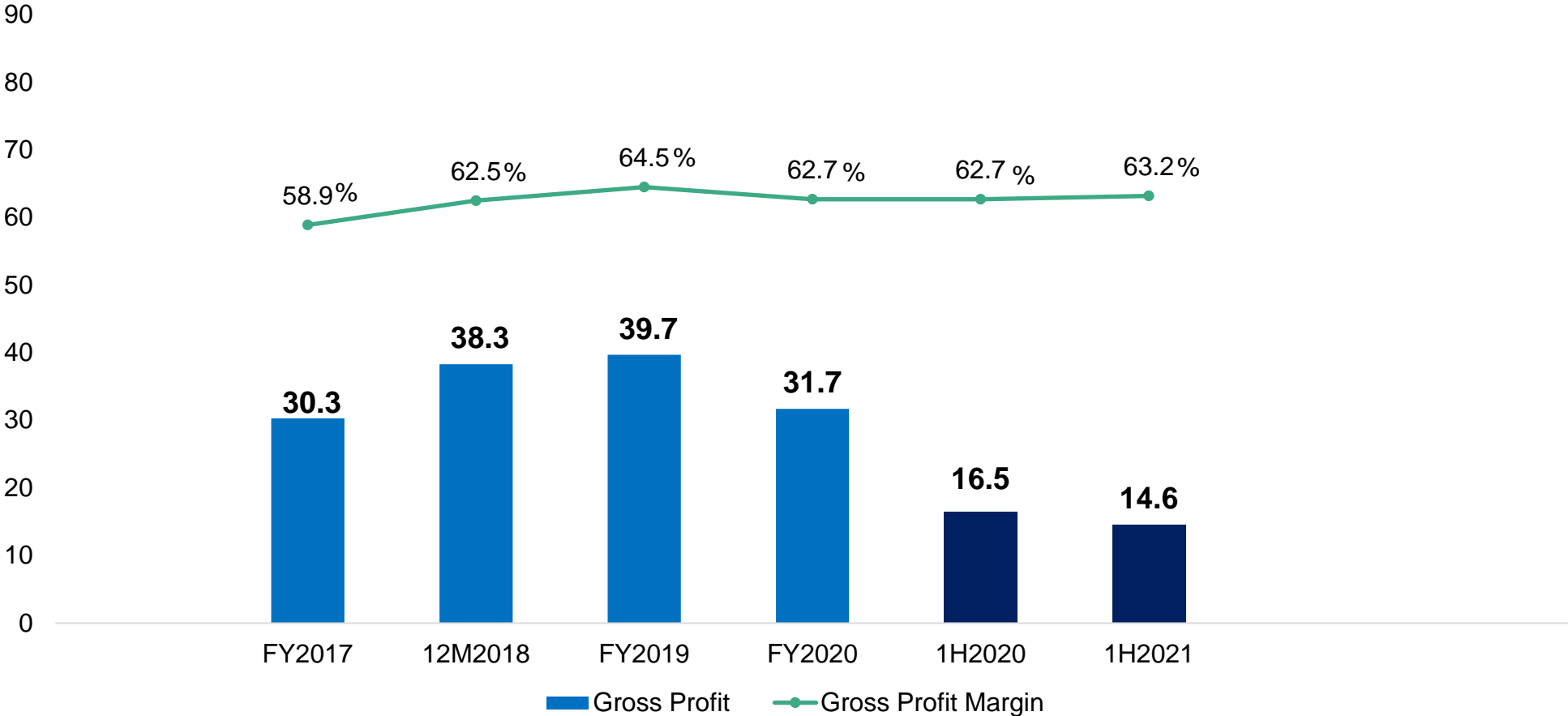
Financials – Quarter-on-quarter Revenue

S\$ mil



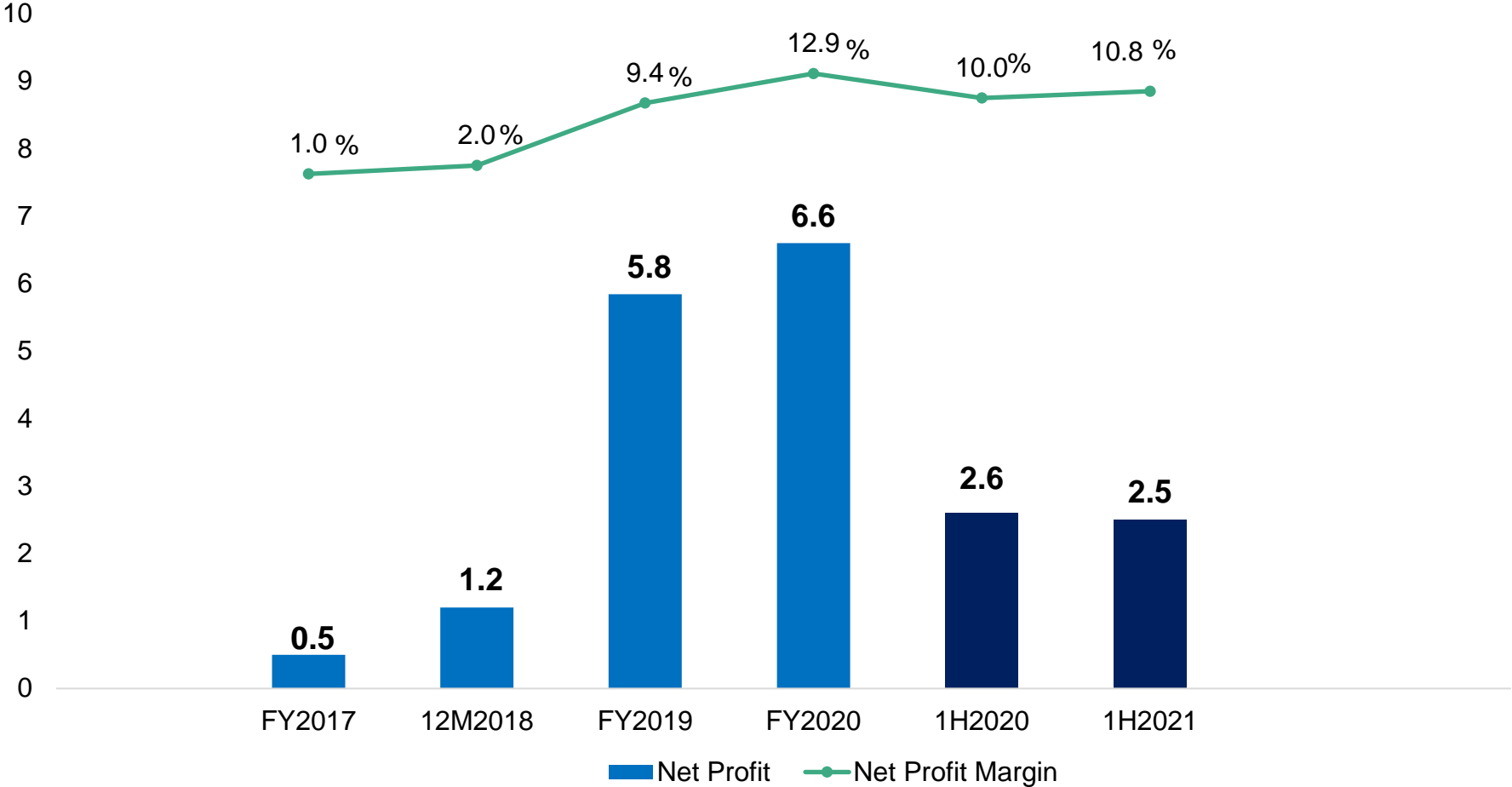
Financials – Gross Profit

S\$ mil



Financials – Operating profit after tax

S\$ mil



Financials – Balance Sheet

S\$' mil	As at 30 Jun 2021	As at 31 Dec 2020
Net Assets	132.9	133.2
Borrowings	-	4
Gearing ₁ (%)	-	3
Cash & Cash Equivalents, Fixed Deposits and Short-term Investments	73.4	75.2
Net Asset Value Per Share (SG cents)	52.04	52.33

1: Total Borrowings/Total Equity

Financials – Cash Flow

S\$' mil	As at 30 Jun 2021	As at 31 Jun 2020
Net cash generated from operating activities	4.4	6.7
Net cash (used in)/generated from investing activities	(4.6)	1.6
Net cash used in financing activities	(6.3)	(0.2)
Cash & cash equivalents at end of the financial period	19.9	23.2

Outlook & Growth Strategies

cordlife



Outlook

Impact of COVID-19

Business Outlook

- The Group managed to achieve stability in revenue over the past quarters by adapting quickly and pivoting with the evolving landscape.
- The COVID-19 situation has generally resulted in the tapering of new customer sign-ups for banking services, and this may improve as the situation gradually makes a recovery.
- However, new emerging variants, along with recurring waves of the outbreak in some of the countries that the Group operates in could possibly result in the continued imposition of border and movement restrictions, causing uncertainties in demand for the Group's services in the coming months.
- While the adoption rates of vaccination have been increasing globally, the speed of vaccination remain a concern in some of the countries that the Group operates in.
- The Group will continue to deepen its digital capabilities and monitor the situation closely and respond accordingly.

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, increase operational efficiency and reduce the costs of service delivery.
- Remain focused in our development of an ecosystem, with doctors and hospitals in their respective countries encouraging the utilisation of stem cells.

Growth Strategies



**Thank
you**

