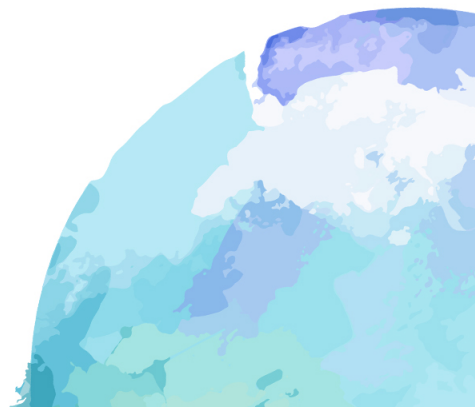




1H2022 Results Presentation



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Content

- 1 Results Summary
- 2 Financial Highlights
- 3 Outlook & Growth Strategies

1H2022 Results Summary

REVENUE

S\$26.2 million

(4.0)% y-o-y

GROSS PROFIT

S\$17.6 million

(6.5)% y-o-y

GP MARGIN

67.0%

-1.8 pp y-o-y

NET PROFIT

S\$1.9 million

(24.1)% y-o-y

OPERATING
NET PROFIT MARGIN

6.2%

-1.9 pp y-o-y

NET CASH¹

S\$78.8 million

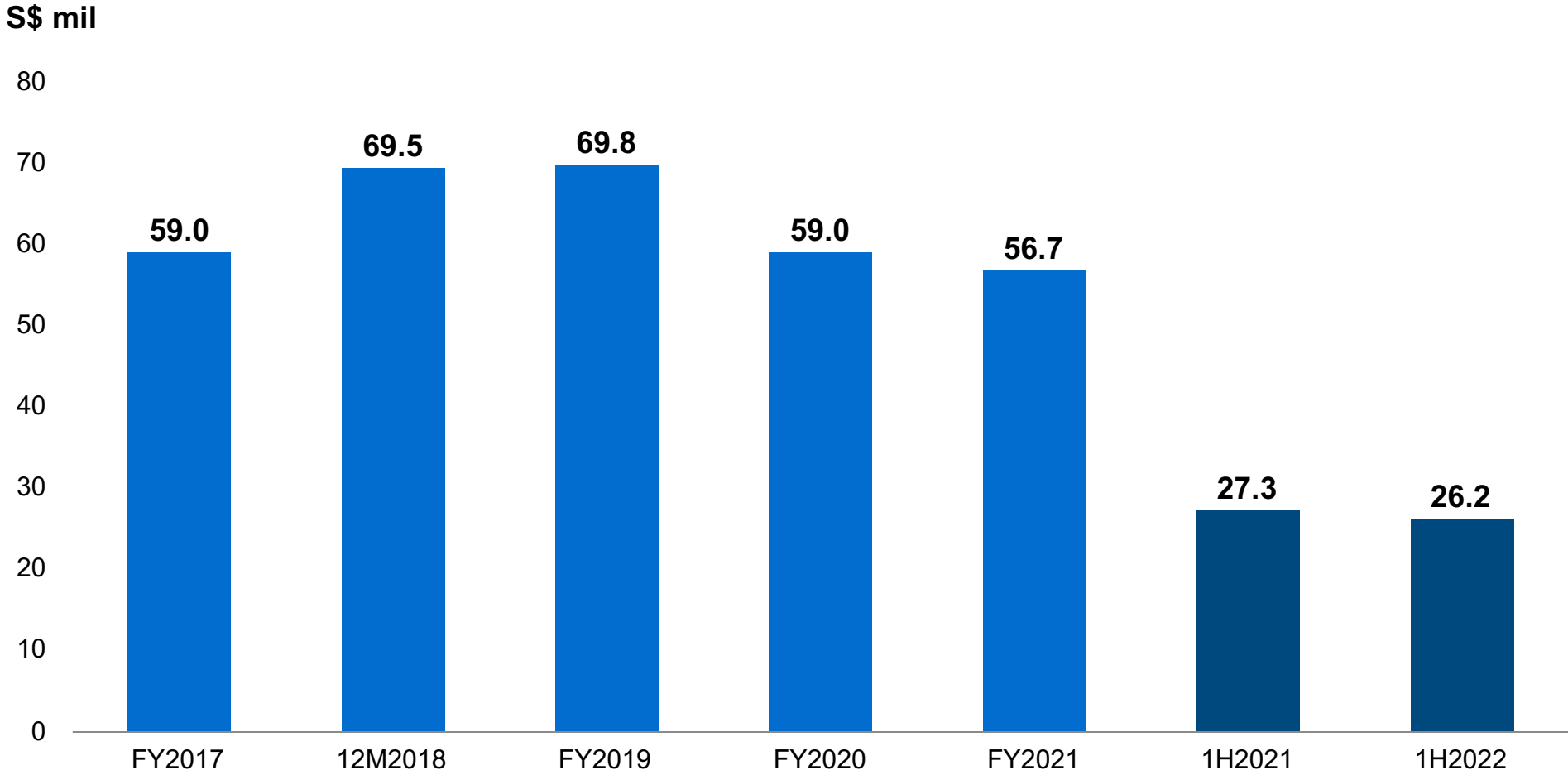
(S\$0.14) million from 31 Dec 2021

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

Financial Highlights

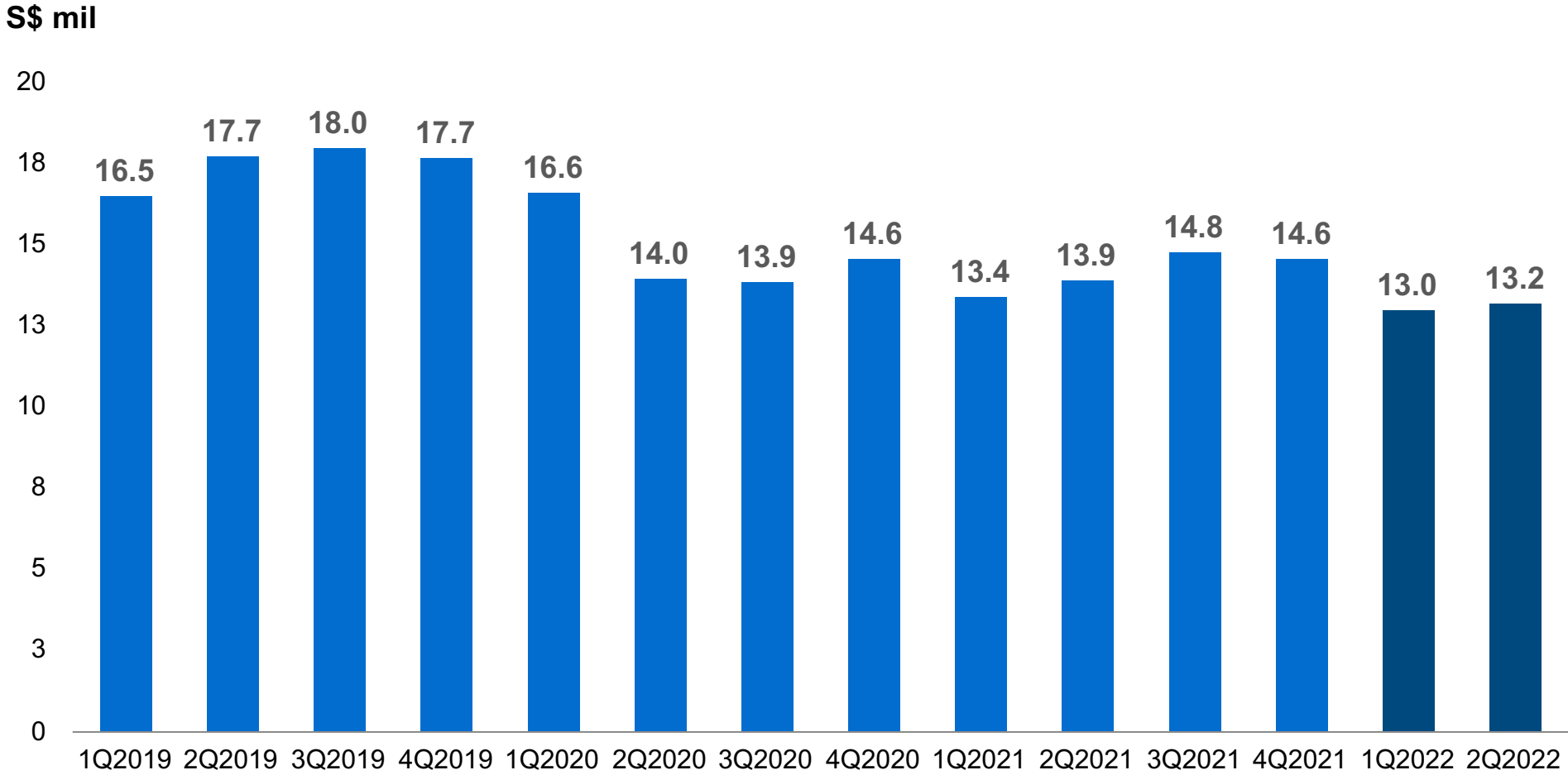


Financials – Revenue

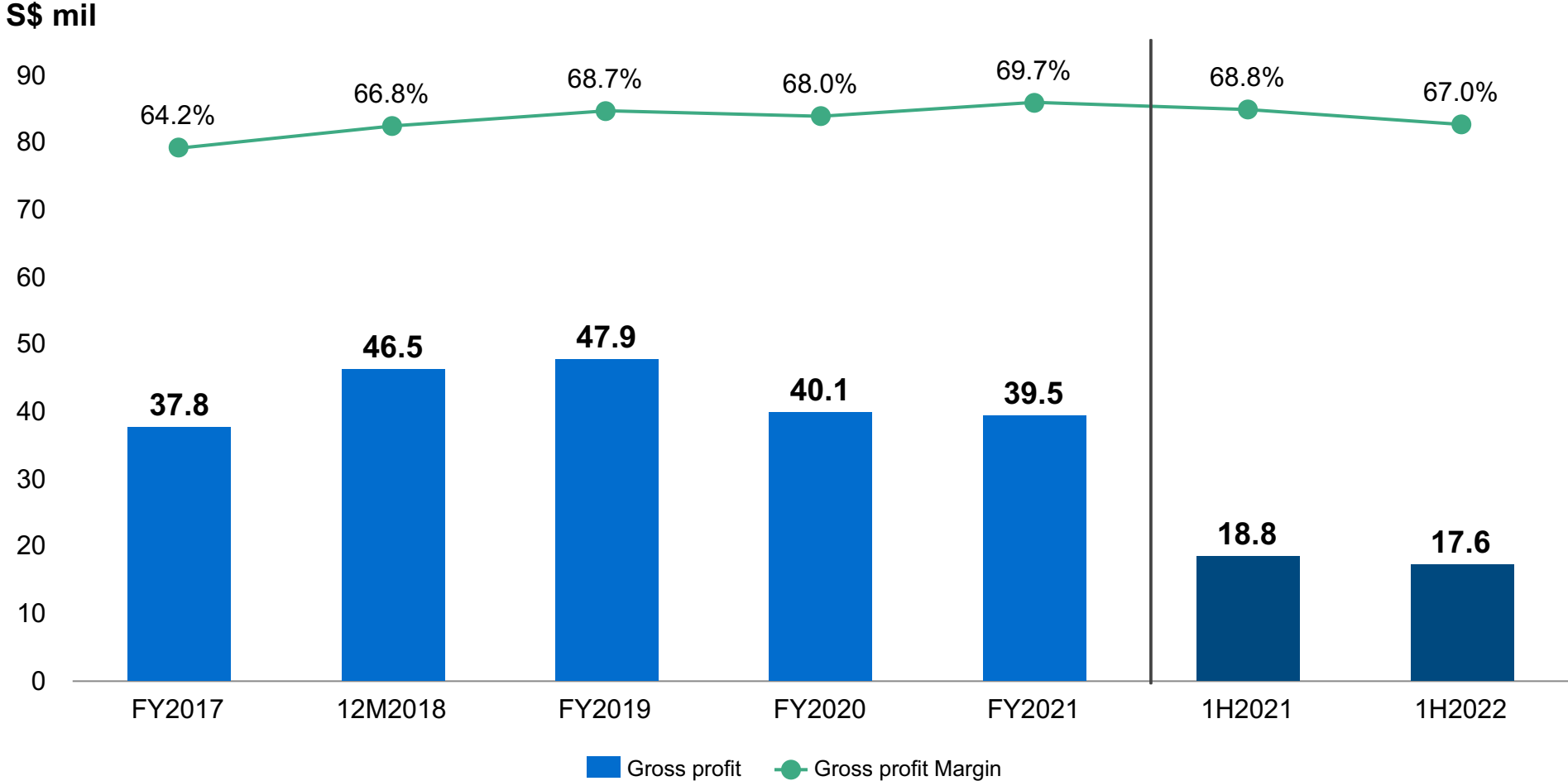


- The Group’s 1H2022 revenue decreased 4.0% yoy to S\$26.2 million.
- This was mainly due to a decrease in the number of new samples processed and stored in Singapore which experienced a spike in COVID-19 infections in 1H2022.
- However, this was buffered by higher revenue contribution from diagnostics services.

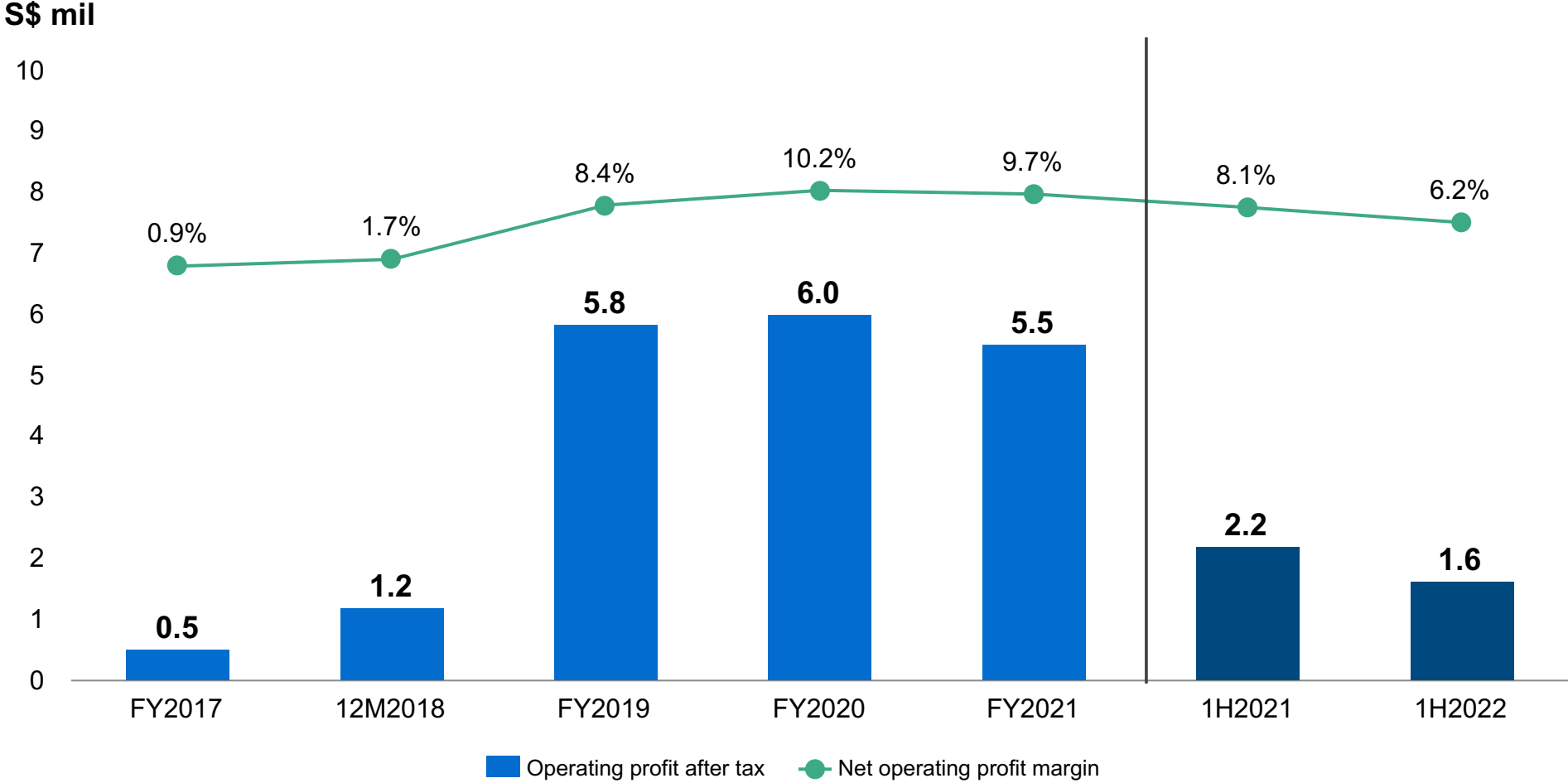
Financials – Quarter-on-quarter Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S\$' mil	As at 30 Jun 2022	As at 31 Dec 2021
Net Assets	134.6	136.7
Borrowings	—	—
Gearing ₁ (%)	—	—
Cash & Cash Equivalents ₂ , Fixed Deposits and Short-term and Long-term Investments	78.8	79.0
Net Asset Value Per Share (SG cents)	52.60	53.54

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$14.0m as at 30 Jun 2022 (31 Dec 2021 : S\$15.5m).

Financials – Cash Flow

S\$' mil	For the six months ended 30 Jun 2022	For the six months ended 30 Jun 2021
Net cash generated from operating activities	4.1	4.4
Net cash used in investing activities ₁	(3.4)	(4.6)
Net cash used in financing activities	(2.3)	(6.3)
Net decrease in cash and cash equivalents during the financial period	(1.7)	(6.5)

1: Net cash used in investing activities mainly comprise the net (placement)/redemption of short-term investments and transfer (to)/from term deposits of S\$3.9m (1H2021 : S\$(3.9m)).

Outlook & Growth Strategies

cordlife



Outlook

Business Outlook

- The Group managed to achieve stability in revenue over the past quarters despite the spike in COVID-19 cases in the Singapore market, with the diagnostics services continuing on a positive growth trajectory.
- The inflationary pressures experienced by the global macroeconomy amidst the rising energy prices have resulted in tightened consumer spending and increasing competition for wallet share, particularly for discretionary expenses.
- The resumption of large scale in-person events, which has traditionally been an integral aspect of the Group's business operations, is expected to bode well for the Group's business and operations as witnessed in the Mummy's Market event held in July.

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.
- Participate in large scale in-person activities to further complement the digital marketing initiatives built to date.
- Remain focused in developing an ecosystem with doctors and hospitals in the various markets to encourage the utilisation of stem cells.

Growth Strategies



Growth Strategies



Growth Strategies



**Thank
you**

