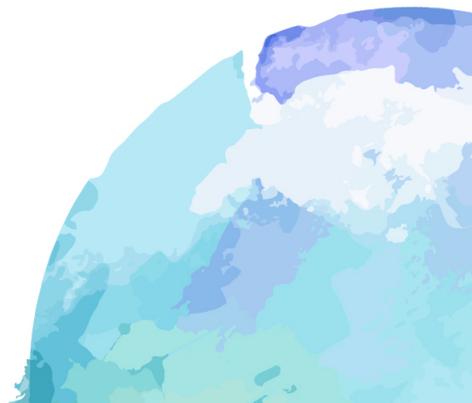




9MFY2022 Business Updates



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9MFY2022 Results Summary

REVENUE

S\$40.8 million

(3.1)% y-o-y

GROSS PROFIT

S\$27.5 million

(5.3)% y-o-y

GP MARGIN

67.3%

-1.6 pp y-o-y

NET PROFIT

S\$2.8 million

(33.3)% y-o-y

OPERATING
NET PROFIT MARGIN

5.9%

-3.4 pp y-o-y

NET CASH¹

S\$80.4 million

+S\$1.4 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)

3QFY2022 Results Summary

REVENUE

S\$14.6 million

+(1.5)% y-o-y

GROSS PROFIT

S\$9.9 million

(3.1)% y-o-y

GP MARGIN

67.9%

+1.1 pp y-o-y

NET PROFIT

S\$0.9 million

(46.4)% y-o-y

OPERATING
NET PROFIT MARGIN

5.4%

-6.3 pp y-o-y

NET CASH¹

S\$80.4 million

+S\$1.4 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)

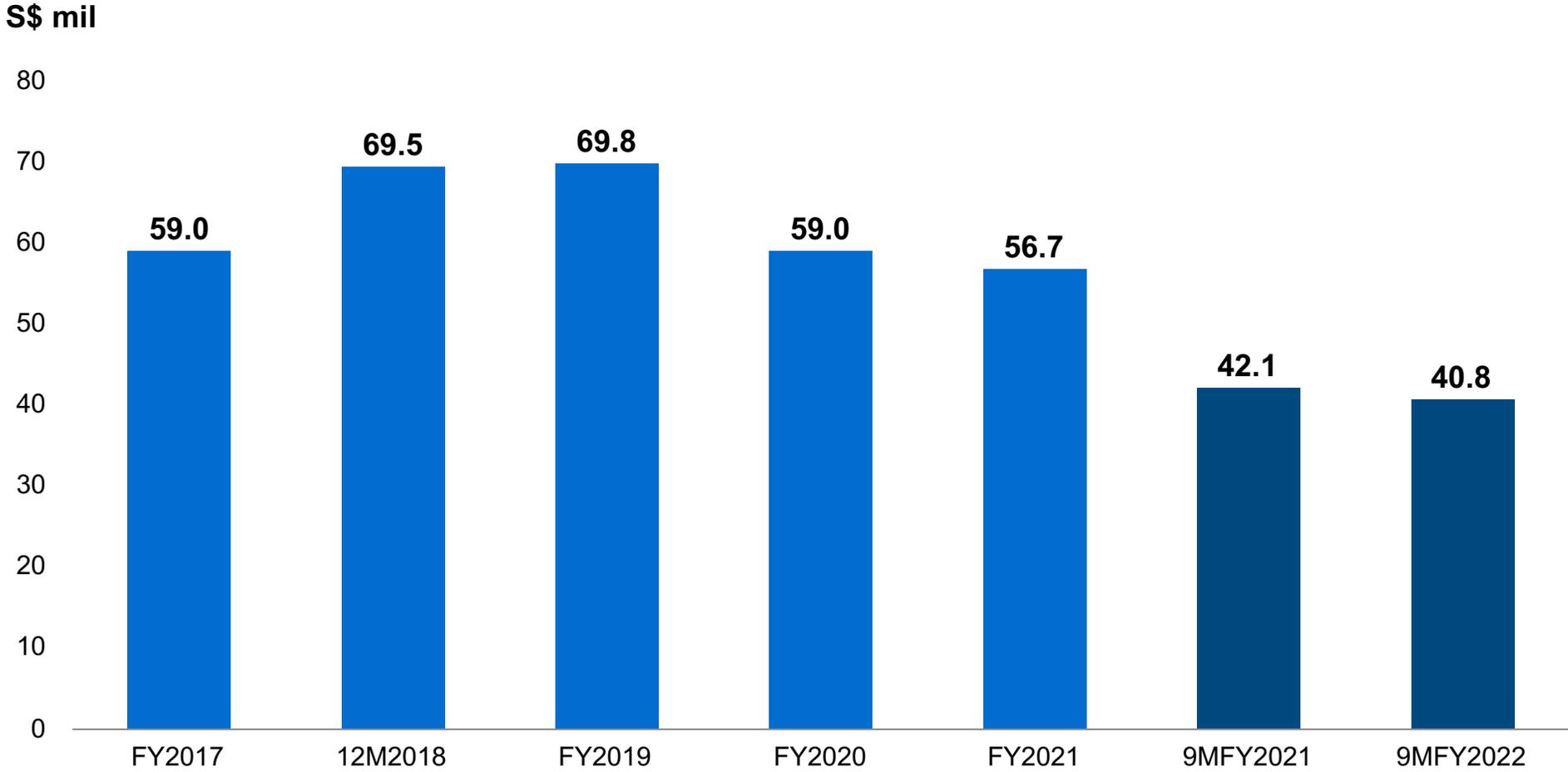
Financial Highlights



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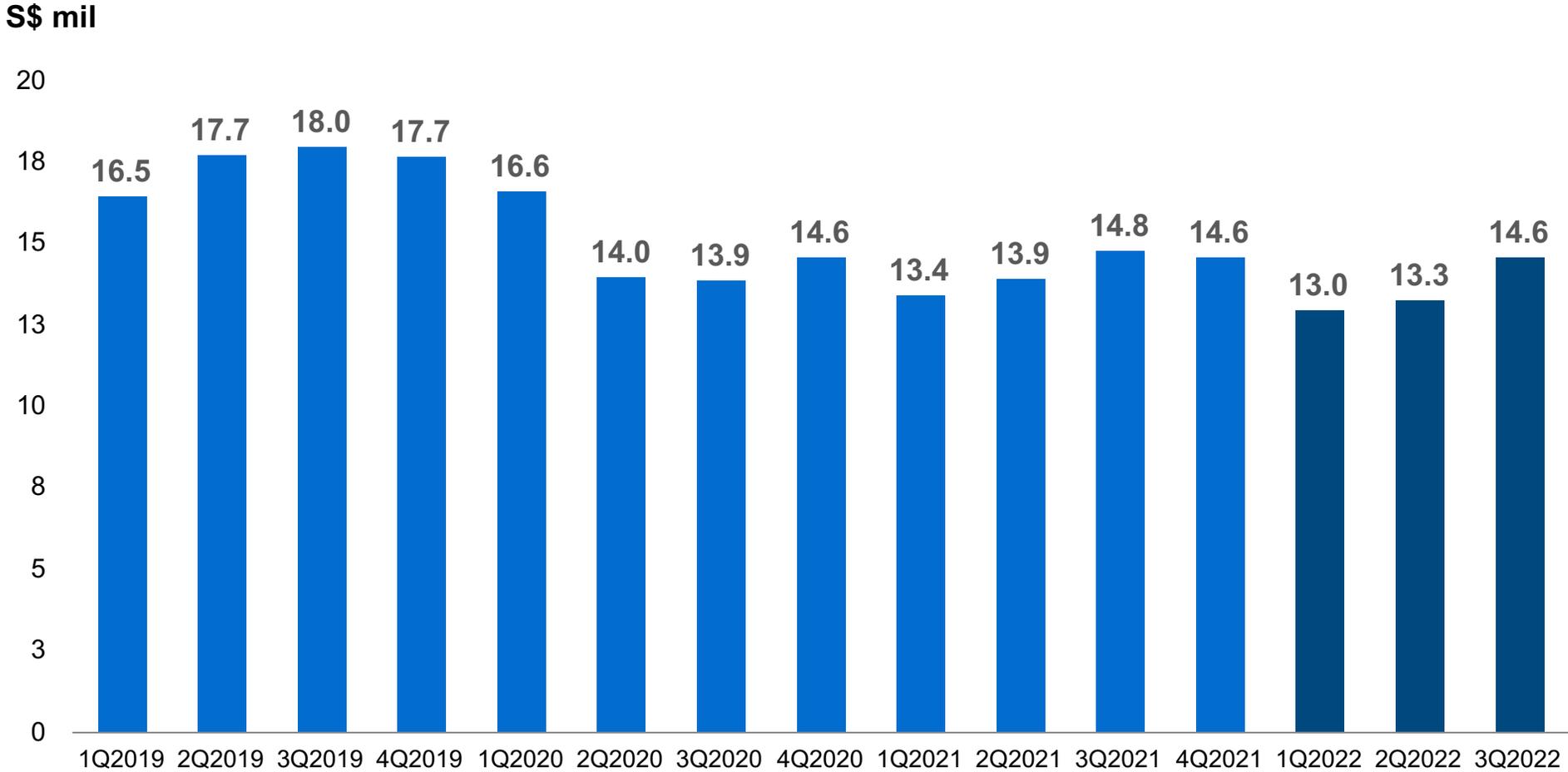


Financials – Revenue

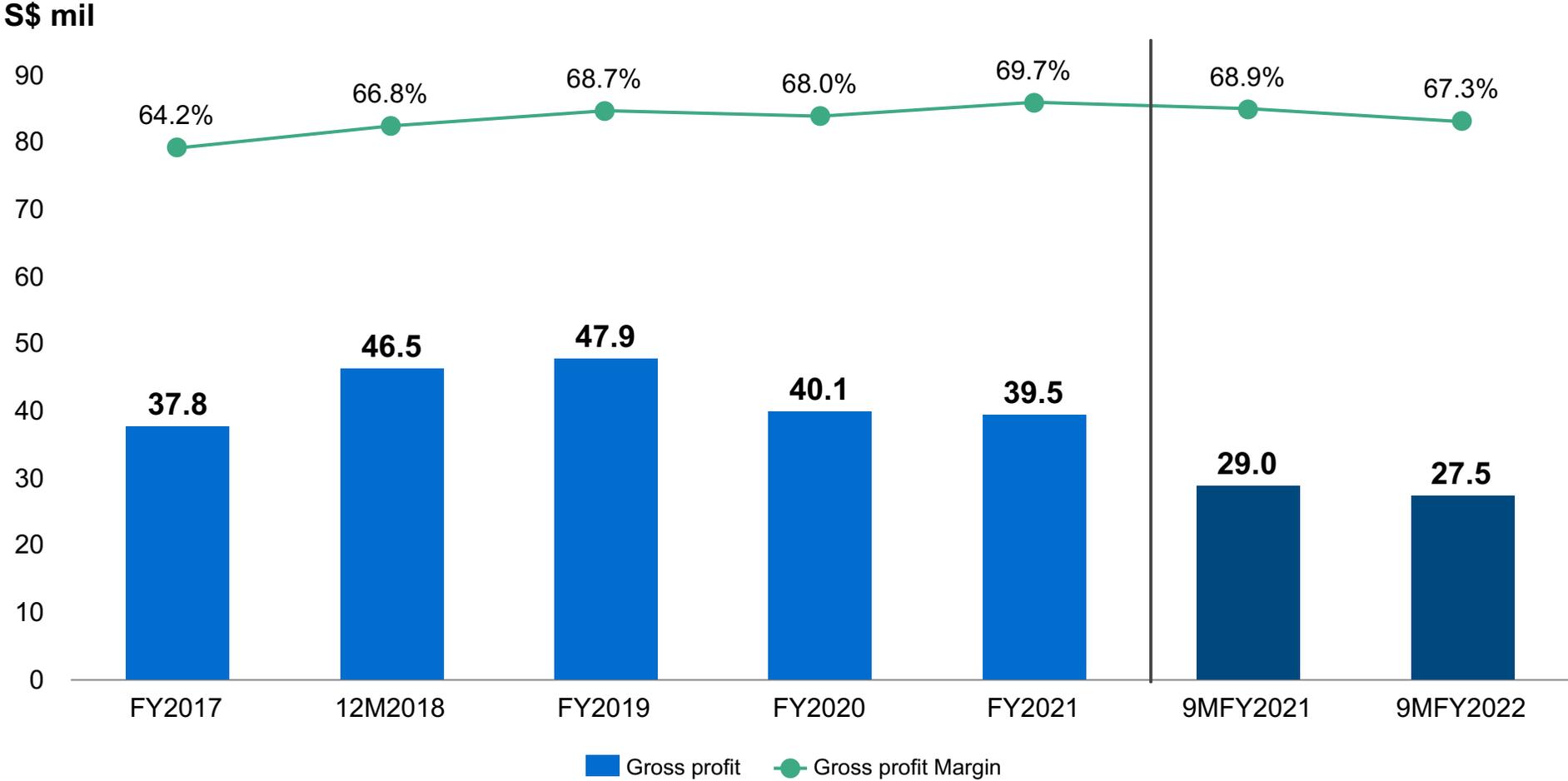


- The Group’s 9MFY2022 revenue decreased 3.1% yoy to S\$40.8 million.
- This was mainly due to lower new samples processed and stored in Singapore which was hit by a spike in COVID-19 cases.
- However, this was slightly buffered by higher revenue contribution from diagnostics services.

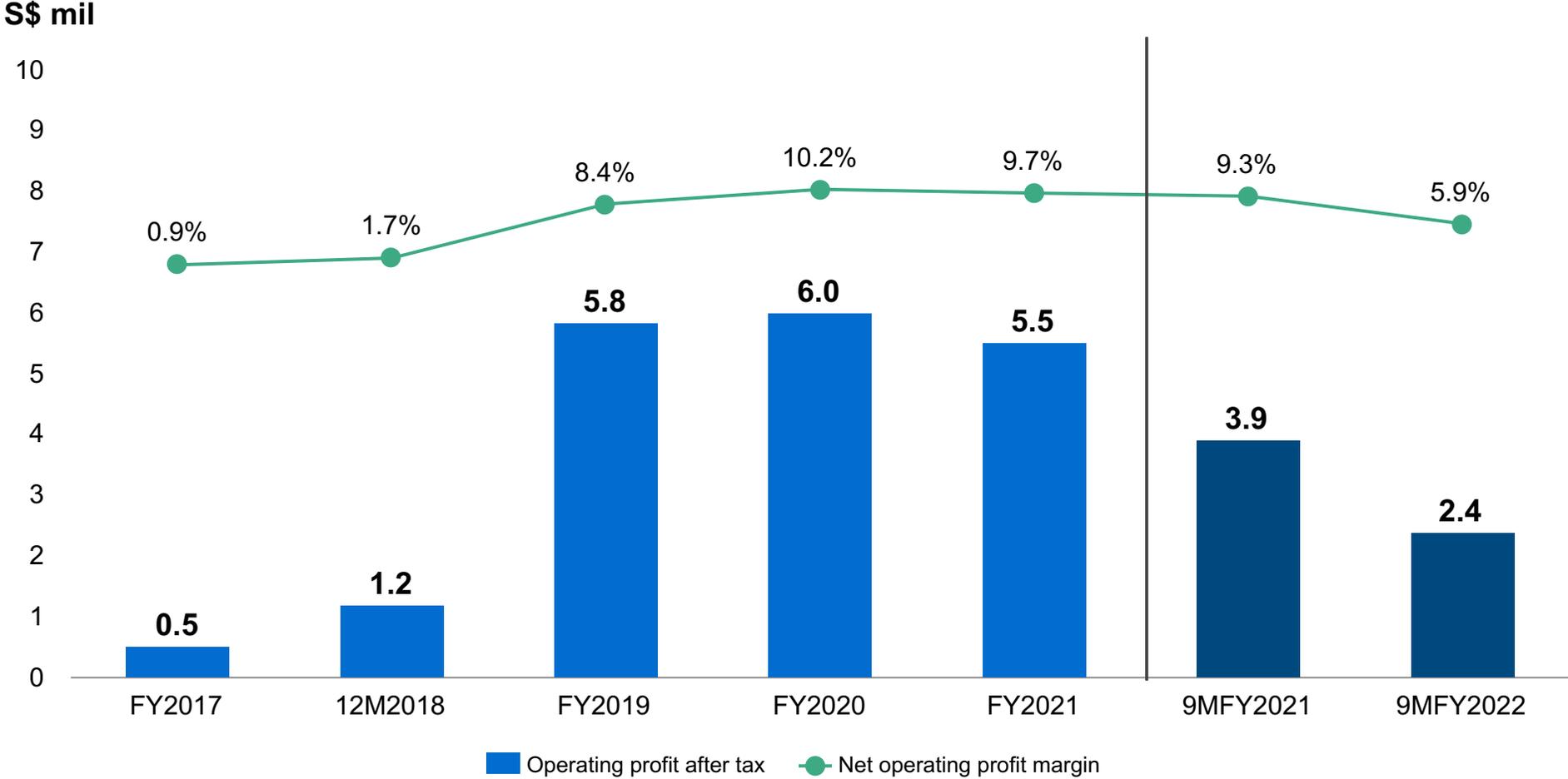
Financials – Quarter-on-quarter Revenue



Financials – Gross Profit



Financials – Operating profit after tax



Financials – Balance Sheet

S\$' mil	As at 30 Sep 2022	As at 31 Dec 2021
Net Assets	135.0	136.7
Borrowings	—	—
Gearing ₁ (%)	—	—
Cash & Cash Equivalents ₂ , Fixed Deposits and Short-term and Long-term Investments	80.4	79.0
Net Asset Value Per Share (SG cents)	52.88	53.54

1: Total Borrowings/Total Equity

2: Cash and cash equivalents balance of S\$21.2m as at 30 Sep 2022 (31 Dec 2021 : S\$15.5m).

Financials – Cash Flow

S\$' mil	For the nine months ended 30 Sep 2022	For the nine months ended 30 Sep 2021
Net cash generated from operating activities	5.8	7.3
Net cash generated from/(used in) investing activities ₁	0.8	(3.8)
Net cash used in financing activities	(2.3)	(6.3)
Net increase/(decrease) in cash and cash equivalents during the financial period	5.7	(1.8)

1: Net cash generated from/(used in) investing activities mainly comprise the net (placement)/redemption of short-term investments and transfer from/(to) term deposits of S\$2.6m (9MFY2021 : S\$(3.9)m).

Outlook & Growth Strategies

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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 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 gradual 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.

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



Growth Strategies



Growth Strategies



**Thank
you**

