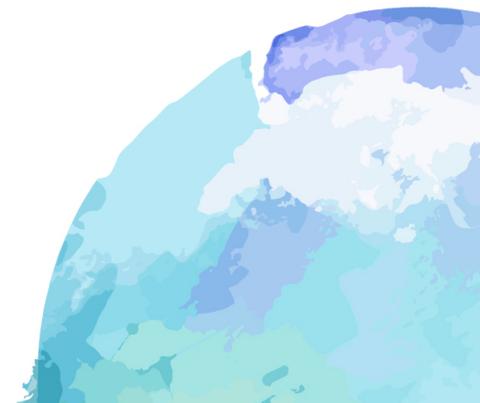




# FY2021 Results Presentation



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# Content



Overview



Financial Highlights



Outlook & Growth Strategies



Financial Highlights

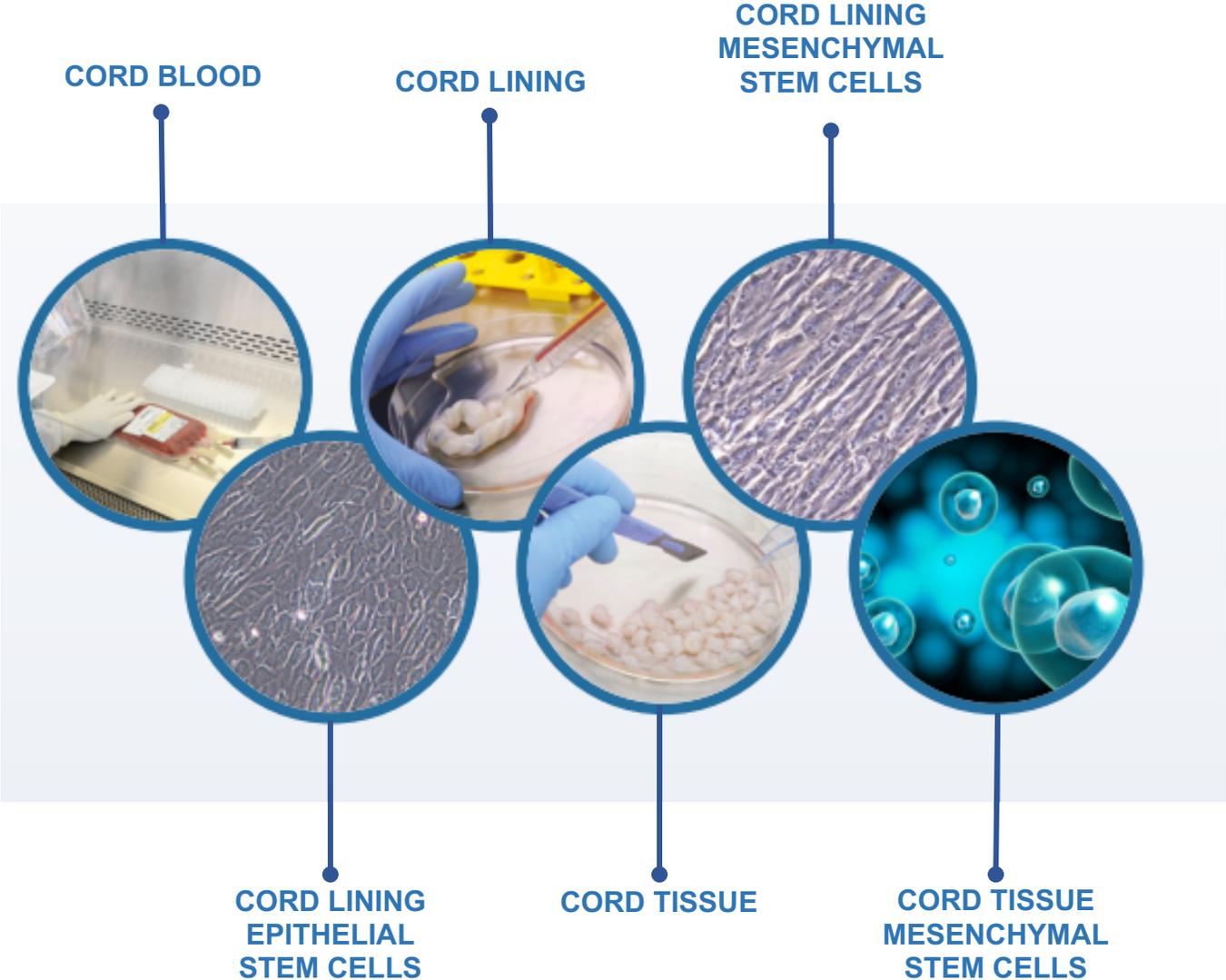
# Overview

cordlife



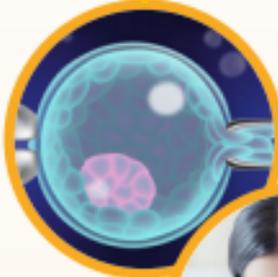
# Business Overview – Operating Segments

**BANKING**  
**DIAGNOSTICS**  
**DIGITAL HEALTHCARE**  
**OTHERS**



# Business Overview – Operating Segments

PREIMPLANTATION  
GENETIC  
SCREENING



ENDOMETRIAL  
RECEPTIVITY  
TEST



NON-INVASIVE  
PRENATAL  
TESTING



NEWBORN  
METABOLIC  
SCREENING



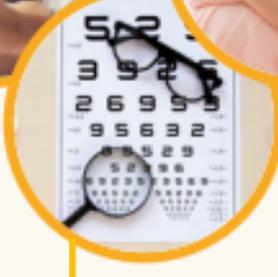
MOMS UP



NEWBORN  
GENETIC  
SCREENING



PAEDIATRIC  
VISION  
SCREENING



PAEDIATRIC  
ALLERGEN TEST



GENETIC  
TALENT TEST



LIFE SPROUTS



BANKING  
DIAGNOSTICS  
DIGITAL HEALTHCARE  
OTHERS

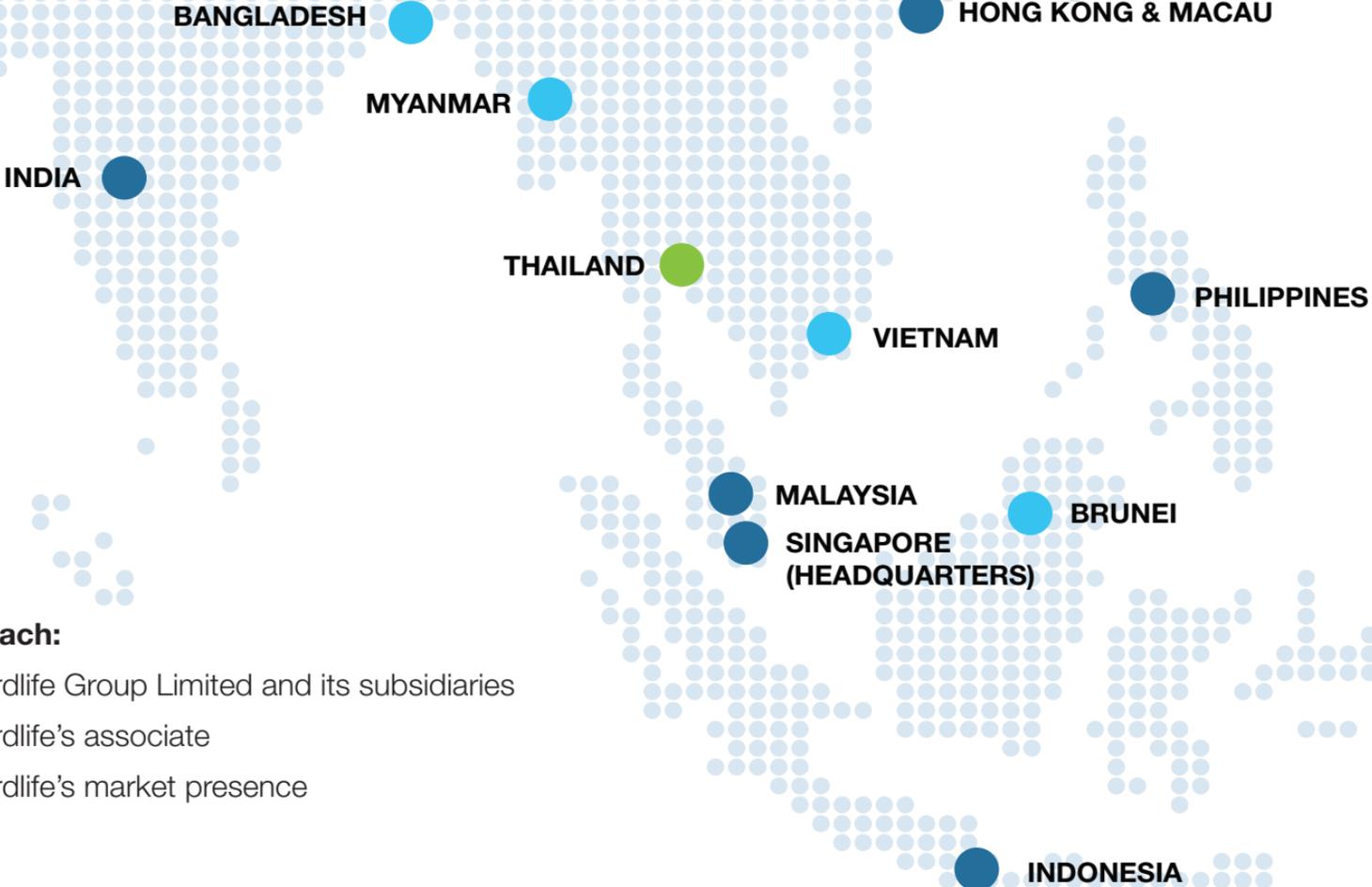
# Business Overview – Market Presence

**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



# FY2021 Results Summary

REVENUE

**S\$56.7 million**

(3.9)% y-o-y

GROSS PROFIT

**S\$39.5 million**

(1.6)% y-o-y

GP MARGIN

**69.7%**

+1.7 pp y-o-y

NET PROFIT

**S\$6.1 million**

(6.3)% y-o-y

NET PROFIT MARGIN

**10.8%**

(0.3)pp y-o-y

NET CASH<sub>1</sub>

**S\$79.0 million**

+S\$7.8m from 31 Dec 2020

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

# 2H2021 Results Summary

REVENUE

**S\$29.4 million**

3.3% y-o-y

GROSS PROFIT

**S\$20.7 million**

7.1% y-o-y

GP MARGIN

**70.5%**

+2.5 pp y-o-y

NET PROFIT

**S\$3.6 million**

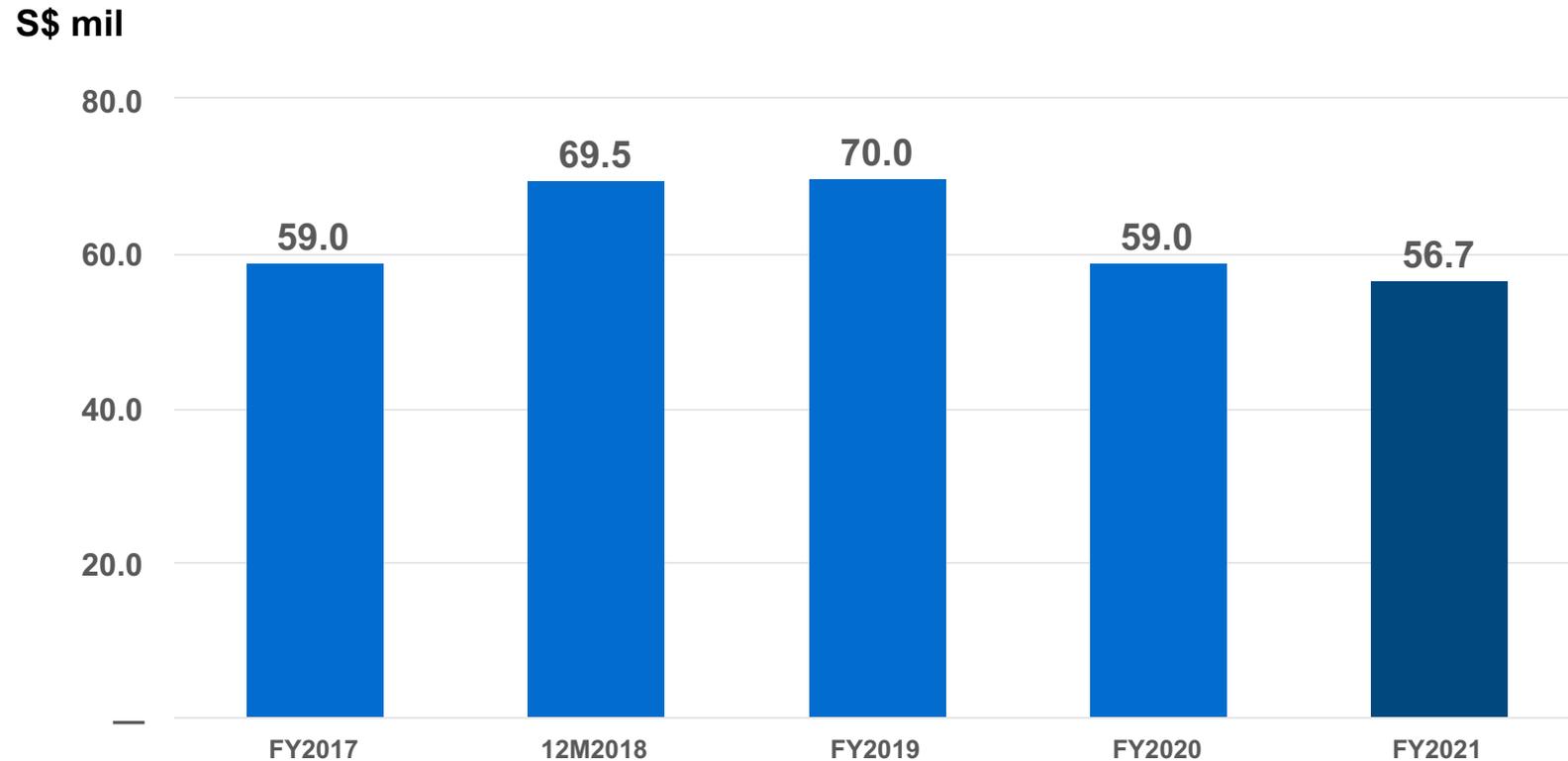
(7.1)% y-o-y

NET PROFIT MARGIN

**12.4%**

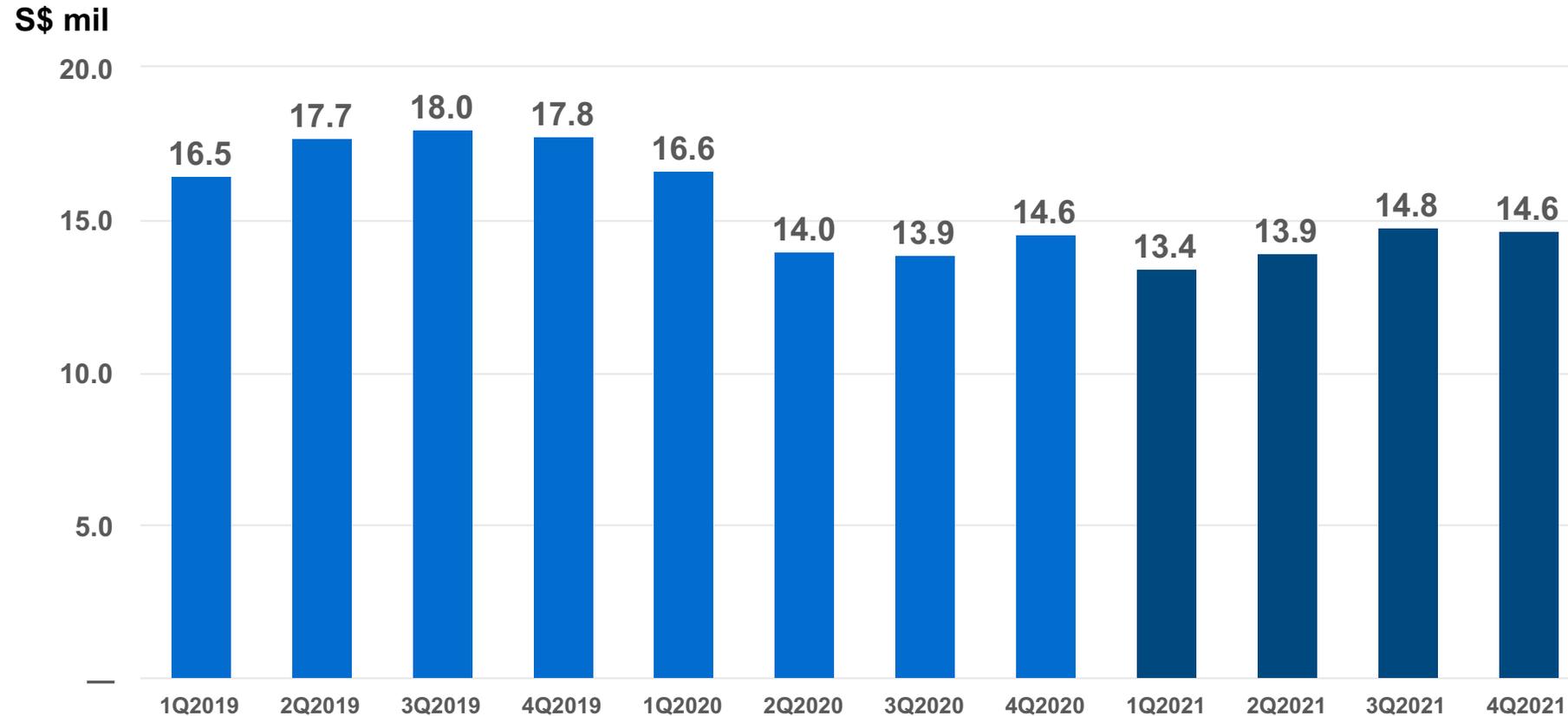
(1.4)pp y-o-y

# Financials – Revenue



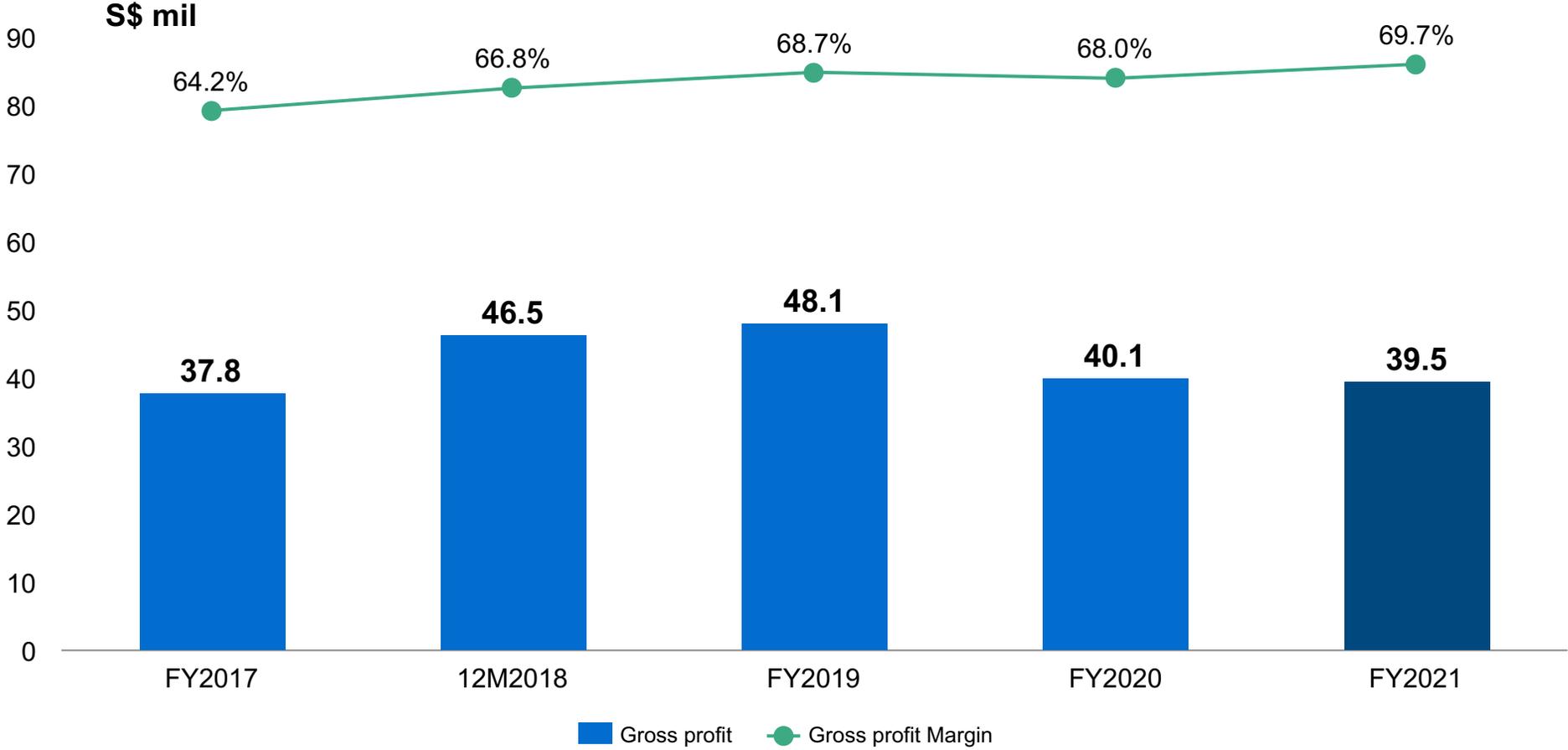
- The Group’s FY2021 revenue decreased 3.9% year-on-year to S\$56.7 million.
- This was due to lower new samples processed and stored as a result of ongoing COVID-19 pandemic.
- However, this was slightly buffered by higher revenue contribution from diagnostics services.

# Financials – Quarter-on-quarter Revenue

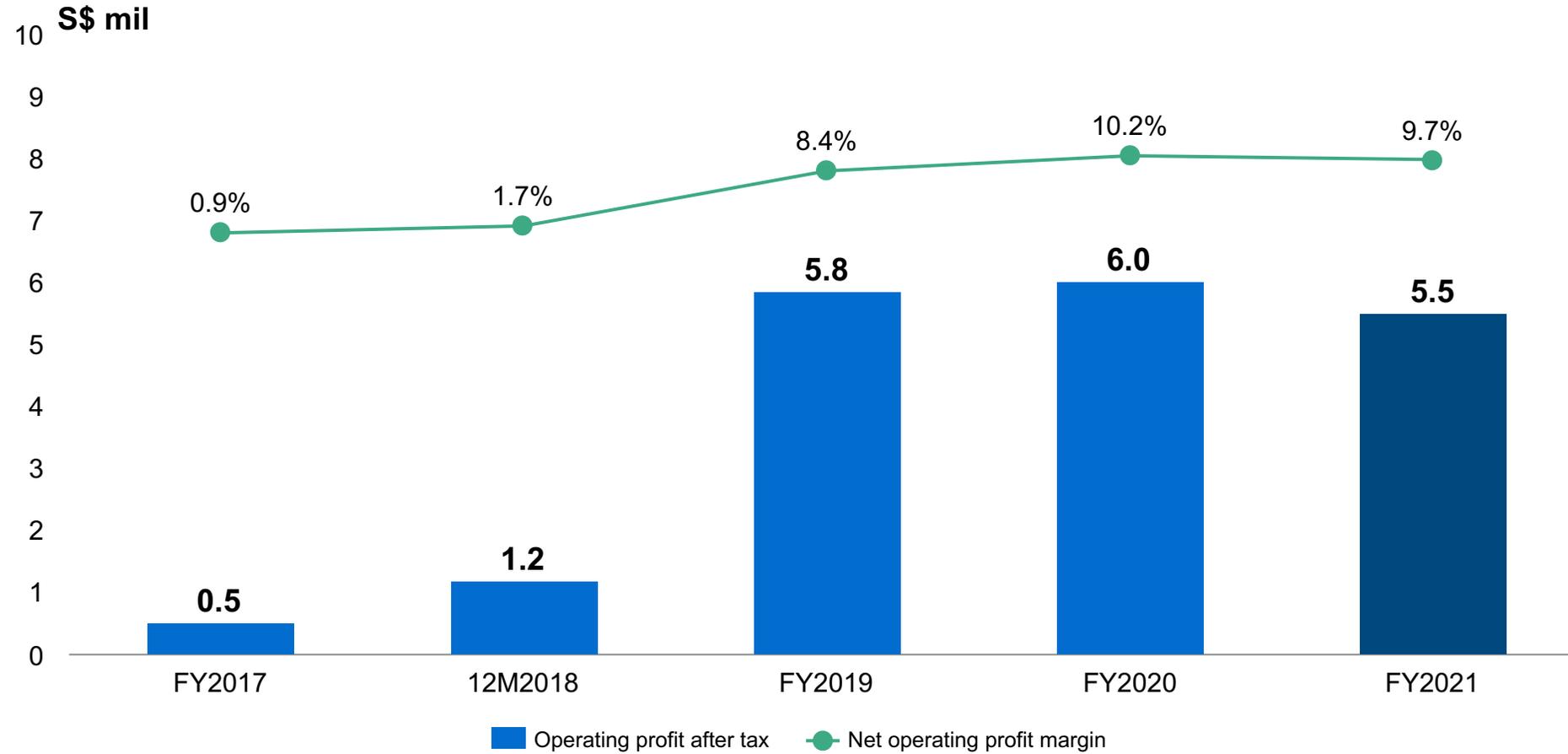


- The Group’s 4Q2021 revenue demonstrated resilience at S\$14.6 million.
- This was due to higher number of new samples processed and stored, as well as increase in uptake of the diagnostics services in 4Q2021.

# Financials – Gross Profit



# Financials – Operating profit after tax



# Financials – Balance Sheet

<b>S\$' mil</b>	<b>As at 31 Dec 2021</b>	<b>As at 31 Dec 2020</b>
Net Assets	136.7	133.2
Borrowings	—	4.0
Gearing <sub>1</sub> (%)	—	3.0
Cash & Cash Equivalents, Fixed Deposits, Short-term and Long-term Investments	79.0	75.2
Net Asset Value Per Share (SG cents)	53.54	52.33

1: Total Borrowings/Total Equity

# Financials – Cash Flow

<b>S\$' mil</b>	<b>For the year ended 31 Dec 2021</b>	<b>For the year ended 31 Dec 2020</b>
Net cash generated from operating activities	9.5	15.9
Net cash generated from investing activities	(14.2)	(1.3)
Net cash used in financing activities	(6.3)	(2.9)
Cash & cash equivalents at end of the financial period	15.5	25.9

# 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.
- The COVID-19 situation has generally resulted in the tapering of new customer sign-ups for banking services, but this may improve as the situation gradually makes a recovery.
- The global macroeconomy has begun to gradually stabilise in tandem with the pandemic situation with better vaccination rates and management strategies of authorities around the world.
- The implementation of several government initiatives in Singapore to manage the low fertility and birth rate will be expected to also bode well for the Group.
- 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 developing an ecosystem with doctors and hospitals in the various markets to encourage the utilisation of stem cells.

# Growth Strategies



**Thank  
you**

