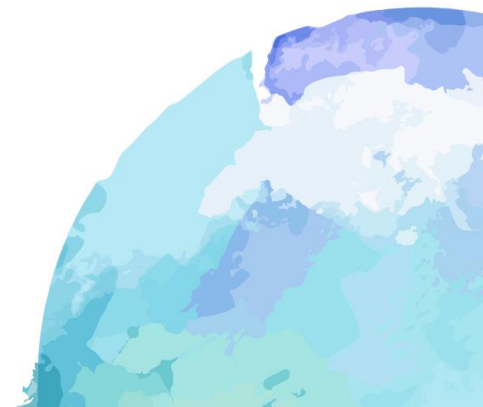




Q1FY2020 Business Updates



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Content

- 1 Overview
- 2 Financial Highlights
- 3 Outlook
- 4 Growth Strategies

Overview

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Business Overview – Operating Segments

Banking

Cord Blood Banking



- Collection at birth, processing, testing, cryopreservation and storage of stem cells from the umbilical cord blood – **Haematopoietic Stem Cells (HSCs)**

Cord Lining Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord lining - **Mesenchymal stem cells (MSCs) and Epithelial stem cells (EpSCs)**
- Patented technology – Exclusive license from CRC.

Cord Tissue (Wharton's Jelly) Banking



- Collection, processing, testing, cryopreservation and storage of the umbilical cord tissue - **Mesenchymal stem cells (MSCs)**

Diagnostics

Non-Invasive Prenatal Testing (NIPT)



- Catered for expectant women in their 1st trimester
- Analyses cell free foetal DNA in mother's blood to detect foetal chromosomal abnormalities using whole genome sequencing

Paediatric Vision Screening



- Non-invasive detection of vision problems in children
- Catered for children as early as 6 months to 6 years old
- Instant results provided to enable early intervention

Non-invasive Newborn Metabolic Screening



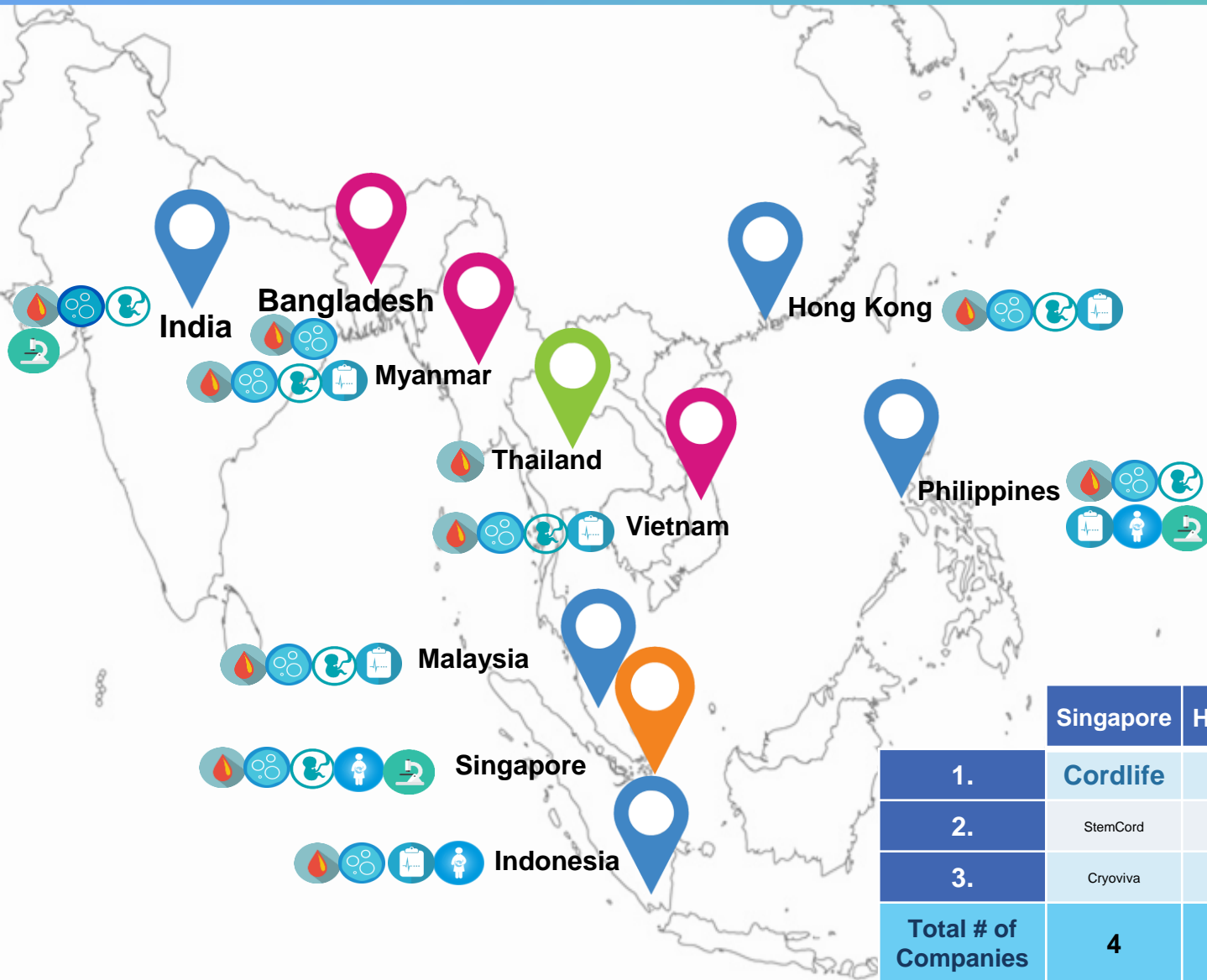
- A non-invasive, early detection test specially designed to screen inherited metabolic disorders in newborns.

Family Genetic Testing






- A whole-exome genetic test that cross-analyses genetic information within the family to let them take steps to delay, manage or even prevent the onset of the condition/s that they are predisposed to

Business Overview – Market Presence






-  Cordlife's Headquarters
-  Cordlife's Subsidiaries
-  Cordlife's Associate
-  Cordlife's Marketing Agents

Banking Services

-  Cord Blood
-  Cord Lining
-  Cord Tissue

Diagnostics Services

-  Non-Invasive Newborn Metabolic Screening
-  Non-Invasive Prenatal Testing
-  Genetic Testing

Our Market Ranking

	Singapore	Hong Kong	India	Philippines	Indonesia	Malaysia
1.	Cordlife	Cordlife	Lifecell	Cordlife	Cordlife	Cryocord
2.	StemCord	Cryolife	CryoBanks	Stemcord	Babybanks	Cordlife
3.	Cryoviva	Prostemcell	Cordlife	Globetek	Stemcord	Cellsafe
Total # of Companies	4	6	12	4	6	3

Financial Highlights

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1QFY2020 Results Summary

REVENUE

S\$14.5 million

(0.5%) y-o-y

GROSS PROFIT

S\$9.1 million

0.5% y-o-y

GP MARGIN

63.2%

0.6 pp y-o-y

NET PROFIT

S\$1.5 million

+69.9% y-o-y

NET PROFIT MARGIN

10.3%

+4.2 pp y-o-y

NET CASH₁

S\$58.0 million

+S\$8.3 million from 31 Dec 19

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

Analysis of 1QFY2020

Revenue

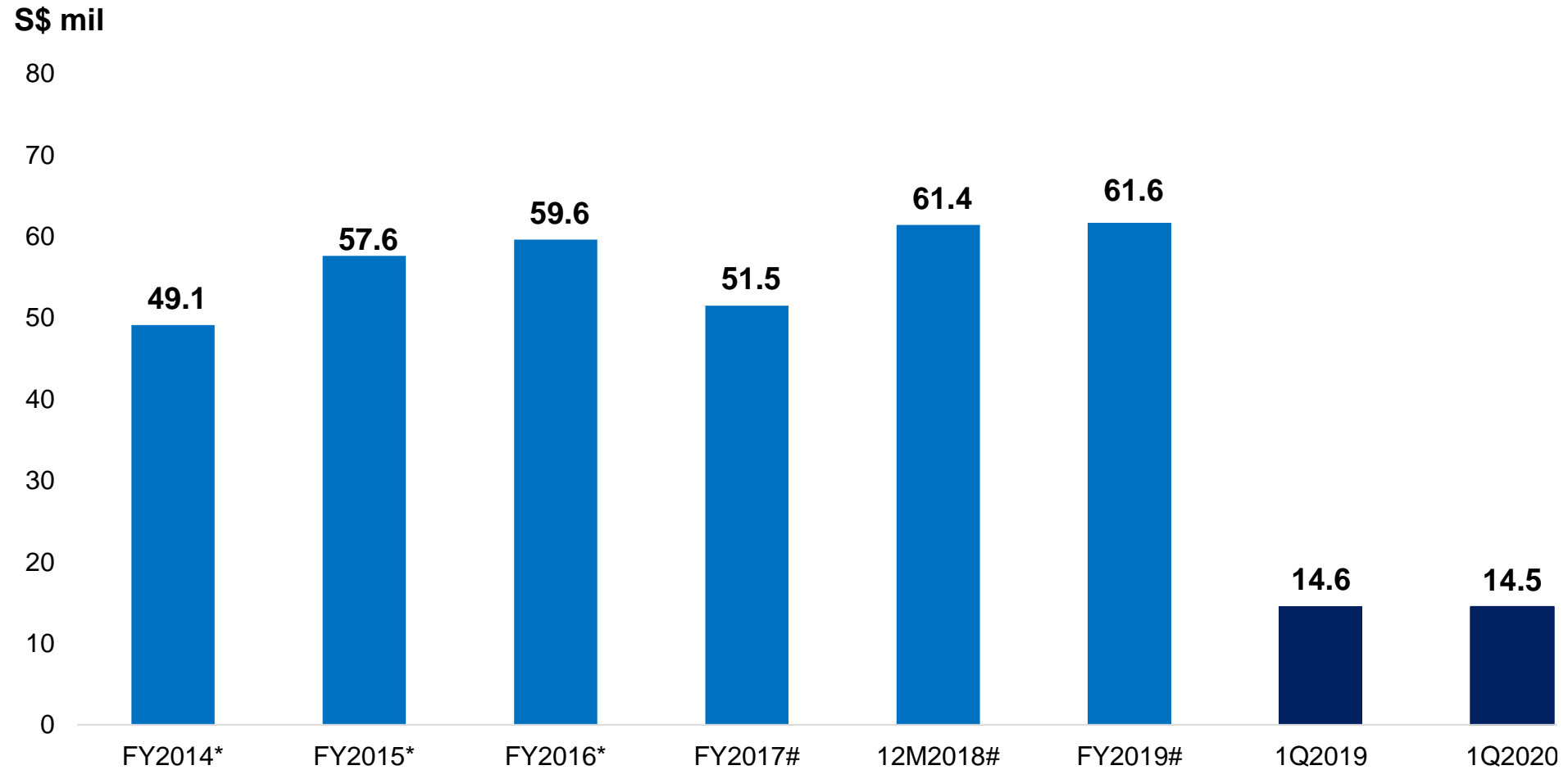
Despite the worsening of the COVID-19 situation, the Group maintained its revenue at S\$14.5 million with higher revenue contribution from diagnostics services as well as the Indonesia and Philippines markets.

Net Profit

Net profit after tax grew 69.9% yoy to S\$1.5 million, mainly driven by

- (a) higher gross profit
- (b) lower administrative expenses
- (c) lower marketing expenses (attributable to lower advertising and promotion expenses due to the outbreak of COVID-19).

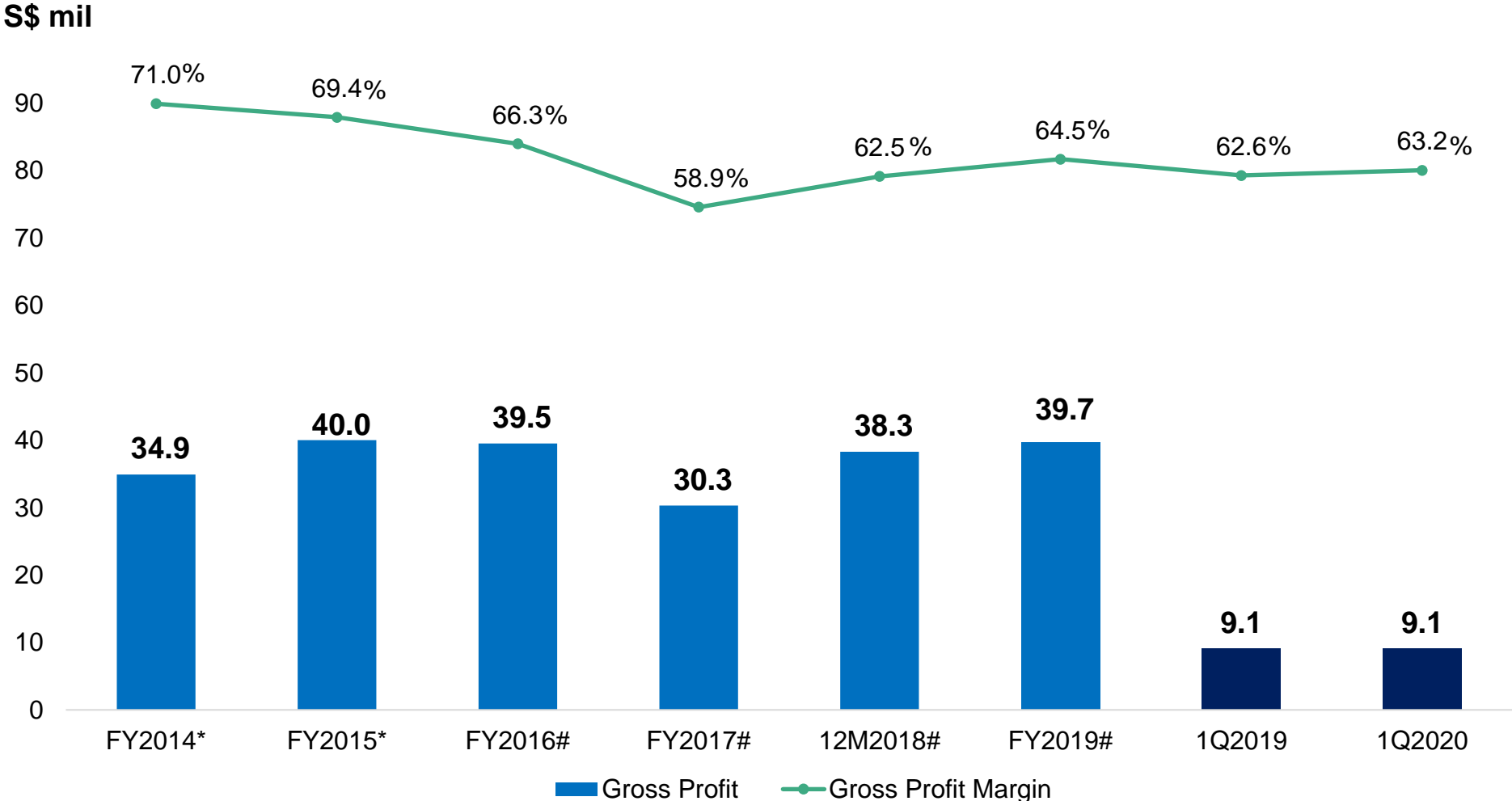
Financials – Revenue



* Prepared in accordance with FRS18 – *Revenue*.

Prepared in accordance with SFRS(I) 15 – *Revenue from Contracts with Customers*.

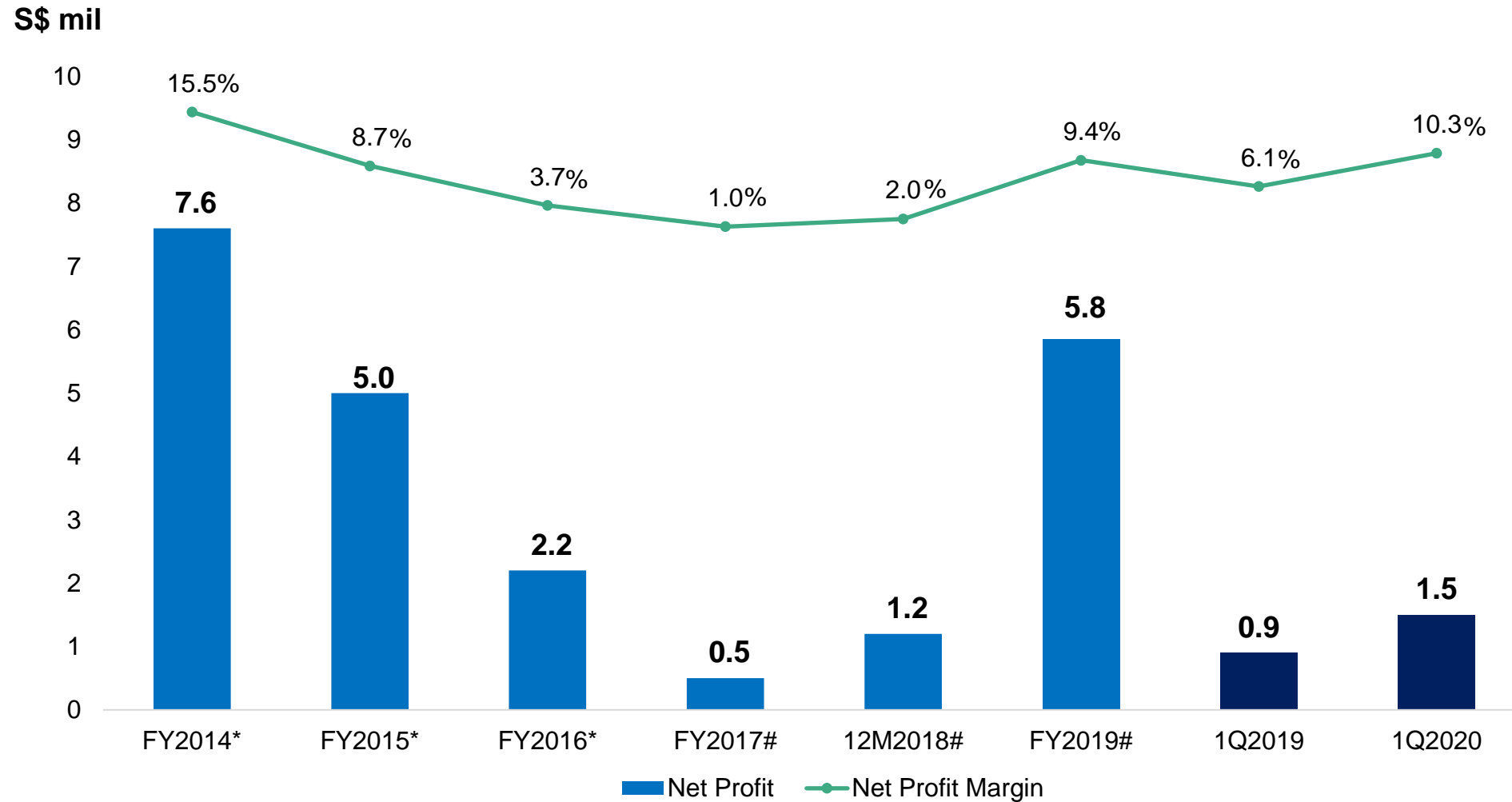
Financials – Gross Profit



* Prepared in accordance with FRS18 – Revenue.

Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

Financials – Operating profit after tax



* Prepared in accordance with FRS18 – Revenue.

Prepared in accordance with SFRS(I) 15 – Revenue from Contracts with Customers.

Financials – Balance Sheet

S\$' mil	As at 31 Mar 2020	As at 31 Dec 2019
Net Assets	131.0	129.3
Borrowings	4.2	4.3
Gearing ₁ (%)	3.2	3.3
Cash & Cash Equivalents, Fixed Deposits and Short-term Investments	62.2	53.8
Net Asset Value Per Share (SG cents)	51.56	50.89

1: Total Borrowings/Total Equity

Financials – Cash Flow

S\$' mil	As at 31 Mar 2020	As at 31 Mar 2019
Net cash generated from operating activities	3.5	2.7
Net cash generated from/(used) in investing activities	2.7	(1.5)
Net cash used in financing activities	(0.08)	(0.08)
Cash & cash equivalents at end of the financial period	21.7	12.3

Outlook

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Impact of COVID-19

- Ramp up online counseling and e-enrollment of clients.
- Convert face to face seminar/antenatal class to webinars.
- Social distancing measures have restricted many marketing events which may impact signups.

Growth Strategies



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Growth Strategies

Organic Growth

- To increase penetration rate/market share
- To increase market depth
- To facilitate development of stem cell ecosystem
- To create new engines of growth

M&A

- Synergistic with current business
- Earnings accretive
- Targeting Asia

**Thank
you**

