



Corporate Presentation – February 2018

# CHINA CORD BLOOD CORPORATION

(NYSE:CO)  中國臍帶血庫企業集團  
China Cord Blood Corporation

# DISCLAIMER

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This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. These statements relate to future events or the Company's future financial performance. The Company has attempted to identify forward-looking statements by terminology including "anticipates", "believes", "expects", "can", "continue", "could", "estimates", "intends", "may", "plans", "potential", "predict", "should" or "will" or the negative of these terms or other comparable terminology. These statements are only predictions, uncertainties and other factors may cause the Company's actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. The information in this presentation is not intended to project future performance of the Company. Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, the Company does not guarantee future results, levels of activity, performance or achievements. The Company expectations are as of the date of this presentation, and the Company does not intend to update any of the forward-looking statements after the date of this presentation to conform these statements to actual results, unless required by law.

The forward-looking statements included in this presentation are subject to risks, uncertainties and assumptions about the Company's businesses and business environments. These statements reflect the Company's current views with respect to future events and are not a guarantee of future performance. Actual results of the Company's operations may differ materially from information contained in the forward-looking statements as a result of risk factors some of which include, among other things: continued compliance with government regulations regarding cord blood banking in the People's Republic of China, or PRC and any other jurisdiction in which the Company conducts its operations; changing legislation or regulatory environments (including the relaxation of China's one-child policy) in the PRC and any other jurisdiction in which the Company conducts its operations; the acceptance by subscribers of the Company's different pricing and payment options and reaction to the introduction of the Company's premium-quality pricing strategy; demographic trends in the regions of the PRC in which the Company is the exclusive licensed cord blood banking operator; labor and personnel relations; the existence of a significant shareholder able to influence and direct the corporate policies of the Company; credit risks affecting the Company's revenue and profitability; changes in the healthcare industry, including those which may result in the use of stem cell therapies becoming redundant or obsolete; the Company's ability to effectively manage its growth, including maintaining effective controls and procedures and attracting and retaining key management and personnel; changing interpretations of generally accepted accounting principles; the availability of capital resources, including in the form of capital markets financing opportunities, in light of industry developments affecting issuers that have pursued a "reverse merger" with an operating company based in China, the presence of a new major shareholder, as well as general economic conditions; and other relevant risks detailed in the Company's filings with the Securities and Exchange Commission in the United States.

## **Regulation G Compliance**

You are also reminded that during this presentation, certain non-GAAP financial measures, such as EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin, Net Income ex. CB Interests may be discussed. These measures should not be considered an alternative to net income, or any other measure of financial performance or liquidity presented in accordance with U.S. generally accepted accounting principles (U.S.GAAP). These measures are not necessarily comparable to a similarly titled measure of another company. Please refer to the Appendix for information that reconciles these discussed figures with the most comparable U.S. GAAP measures.

# EXECUTIVE SUMMARY

## The Largest Cord Blood Bank in China

- Multiple Licenses: holds **3** out of **7** licenses currently available in China
- Sizable Market: ~**2 mil** annual new born in Beijing+Guangdong+Zhejiang out of ~**5 mil** in 7 authorized regions in China
- Largest Client Base: **640,311** accumulated subscribers as of December 2017
- Extensive Hospital Channels: ~**350** collaborating hospitals as of March 2017

## FY17 Financial Highlights

- Top line & Cash Flow: Revenue **US\$110 mil**; Operating cash flow **US\$93 mil**;  
EBITDA before share-based compensation expense<sup>1</sup> **US\$55 mil**;
- Profit Margins: Gross margin **81%**; EBITDA before share-based compensation expense<sup>1</sup> margin **50%**
- Balance Sheet: **US\$510 mil** cash and cash equivalents; **US\$275 mil** deferred revenue as of March 31, 2017

Sources: China Statistical Yearbook 2017; National Health and Family Planning Commission (NHFP), March 2017; CO SEC filings, March and December 2017

Note:

- EBITDA before share-based compensation expense = Operating Income + Depreciation + Amortization + Share-based compensation Expense  
In FY17, there were one-off other operating income and direct costs reduction (Total US\$6.2 mil)
- Fiscal year ended March 31
- Numbers are rounded

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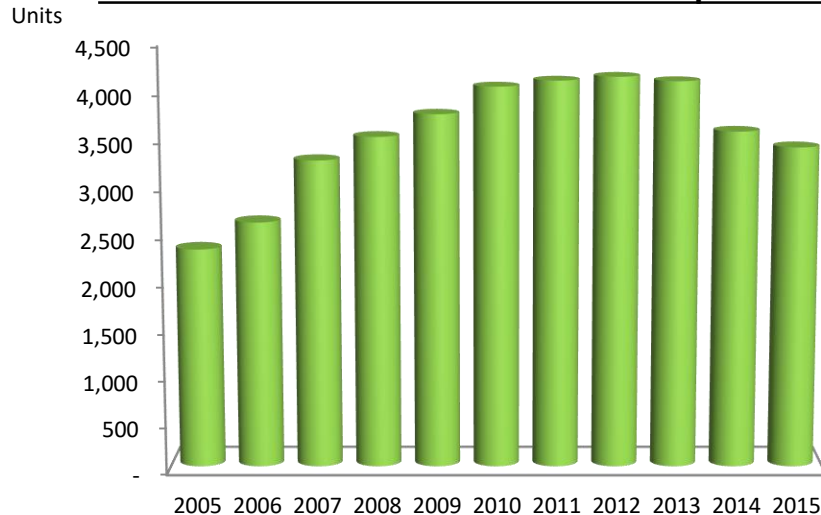
## ● Financial Highlight

# CORD BLOOD STEM CELL APPLICATION

## Hematopoietic Stem Cell

- Hematopoietic stem cell (HSC) is the only type of cell within the human blood system that possess the ability of both multi-potency and self-renewal
- Multi-potency is the ability to differentiate into all functional blood cells
- Self-renewal is the ability to give rise to HSC itself without differentiation

### Successful Cord Blood Stem Cells Transplantations



Sources:

1. U.S. National Center for Biotechnology Information (NCBI)
2. U.S. National Marrow Donor Program
3. American Society of Hematology
4. World Marrow Donor Association (WMDA) 2015

## Proven Therapies

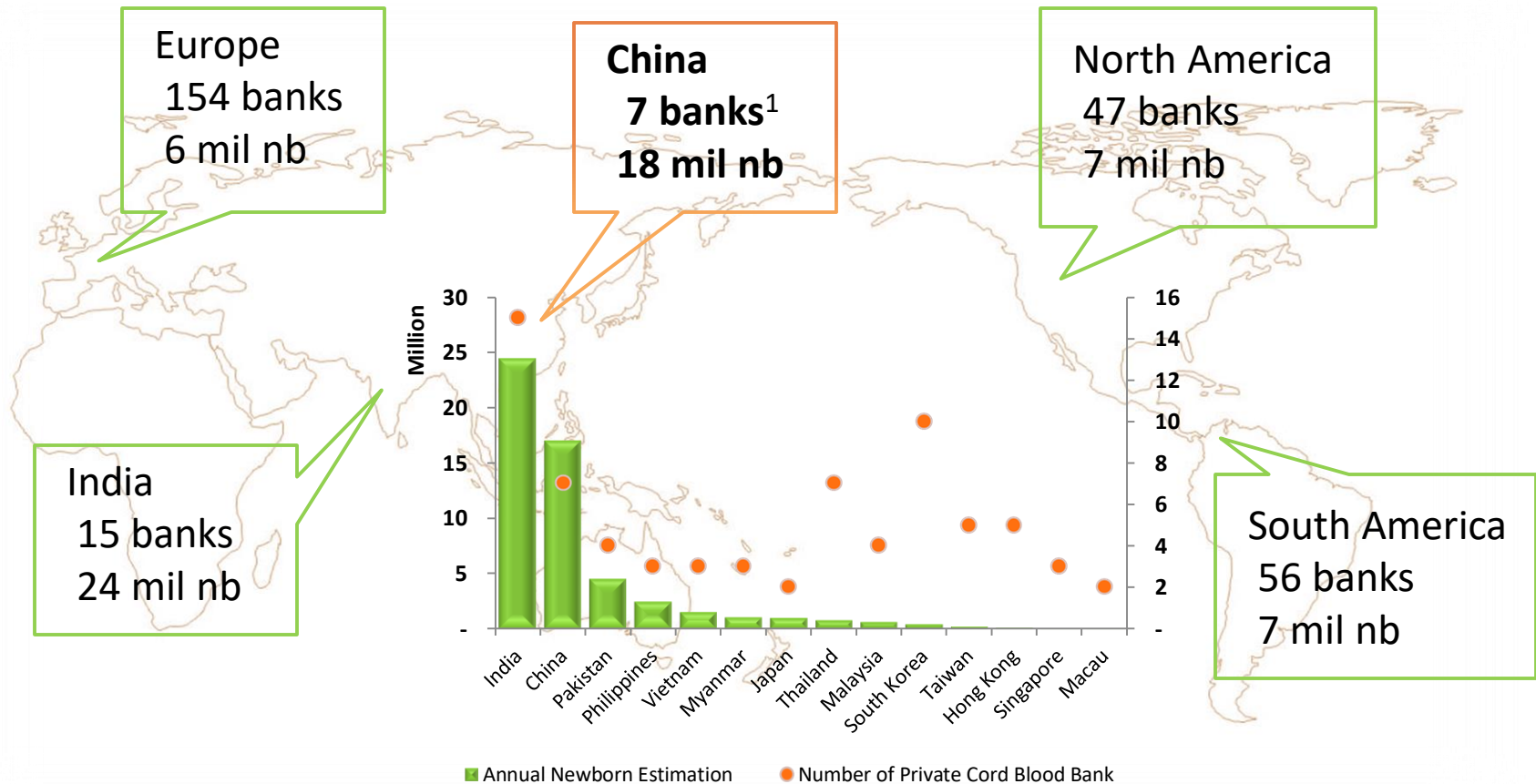
- HSC is proven to treat blood, genetic and immune system related diseases and potentially would enjoy more therapeutic benefits from many ongoing R&D and clinical studies
- In a cord blood transplant, stem cells are infused into a patient's bloodstream to heal and repair damaged cells
- By the end of 2015, a total of **40,000+** cord blood transplants have been performed globally to treat **~80 types** of blood, metabolic and immune system related diseases

## Major Benefits

- **Low** allergenic rejection rate
- **Low** immunogenicity
- **High** regeneration ability

# GLOBAL PEERS AND OVERALL MARKET SIZE

## Global Number of Private Cord Blood Banks & Annual Newborn (“nb”) Estimation



>4 mil private cord blood units stored, >40,000 cord blood transplantation performed globally by end of 2015

Sources: Parent's Guide to Cord Blood Foundation; CIA The World Factbook (year 2016); China Statistical Year Book 2017; World Marrow Donor Association (WMDA)

Notes:

1. China adopts a "one license per region" policy
2. Numbers are rounded

# REGULATORY POLICY IN CHINA

## One License Per Region



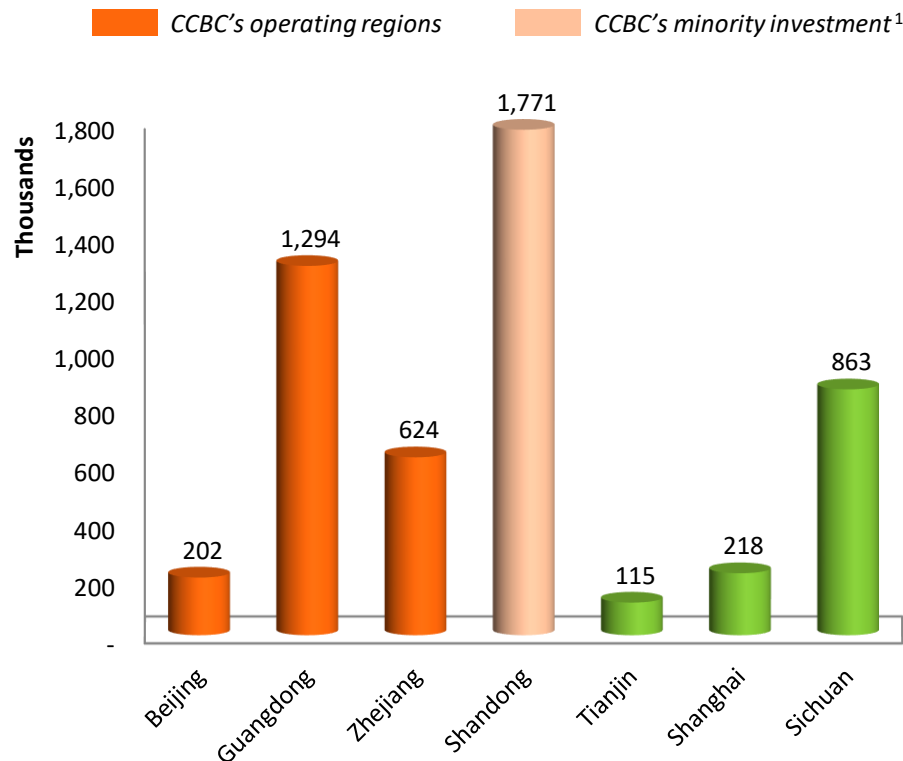
## High Entry Barriers

- Under the “**One License per Region**” policy, only one cord blood banking license is issued in any single province / municipality, precluding more than one cord blood licensee from operation in the same jurisdiction
- Only **7 licenses** have been issued out of 31 regions in China as of today
- The NHFPC will **NOT issue additional licenses till 2020**
- It typically takes several years to complete the application process with stringent requirements
- Significant upfront financial commitment for the application process

# MARKET SIZE IN CHINA

## Large Potential Addressable Market

### 2016 Births Estimation in 7 Licensed Regions in China



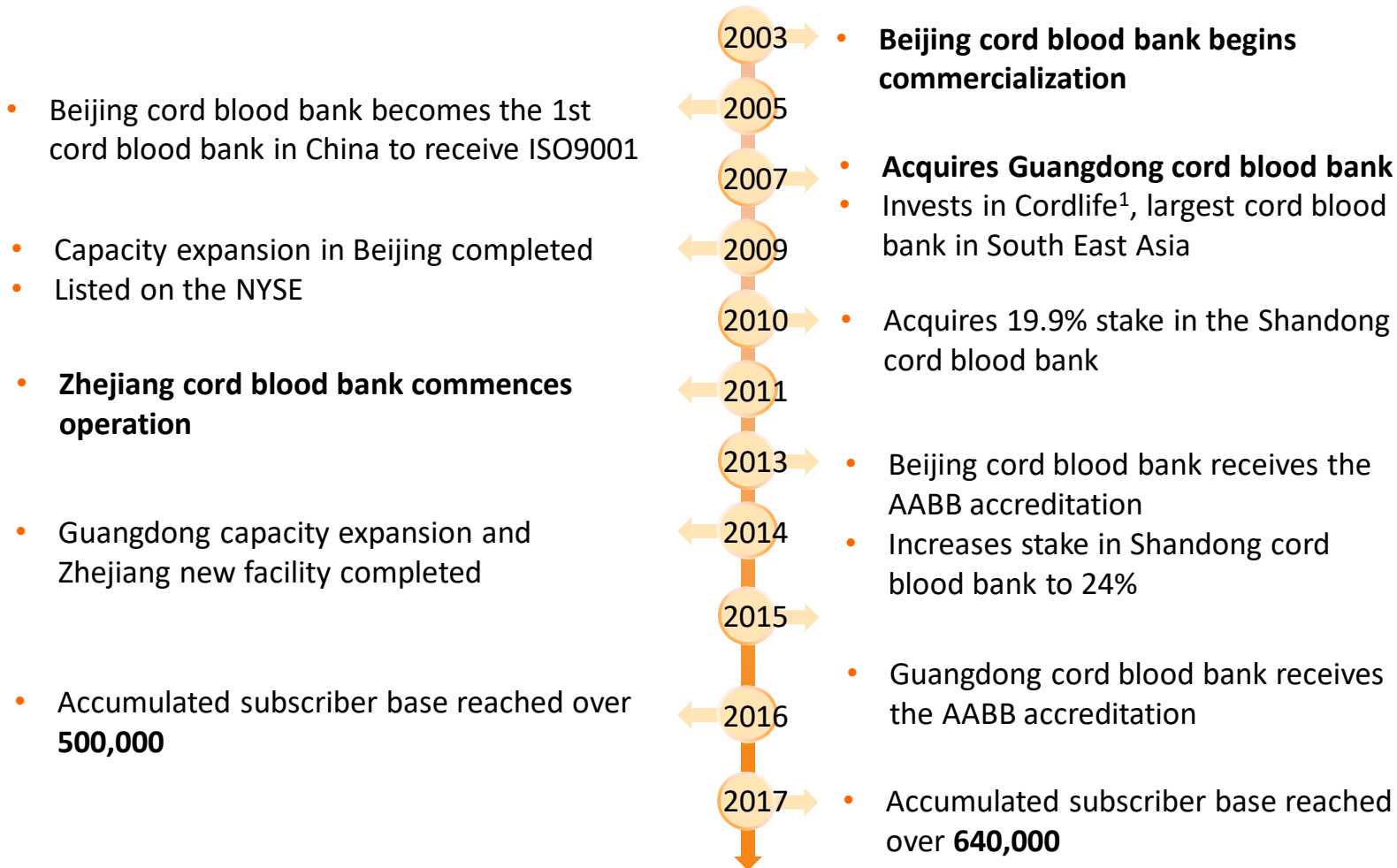
- **>5 mil** newborns per year in 7 licensed regions in China, a large potential addressable market
- Urbanization leads to regional migration and positive inflow towards affluent regions with better education resources, such as Beijing, Guangdong and Zhejiang
- Relaxation of the “One-Child Policy” is positive for the long term industry development

Sources: National Bureau of Statistics of China (China Statistical Yearbook 2017, Data of 2016); Baidu migration heat map; National Health and Family Planning Commission (NHFPCC)

Note 1: CCBC holds 24% stake of Shandong cord blood bank



# TIMELINE AND MILESTONES

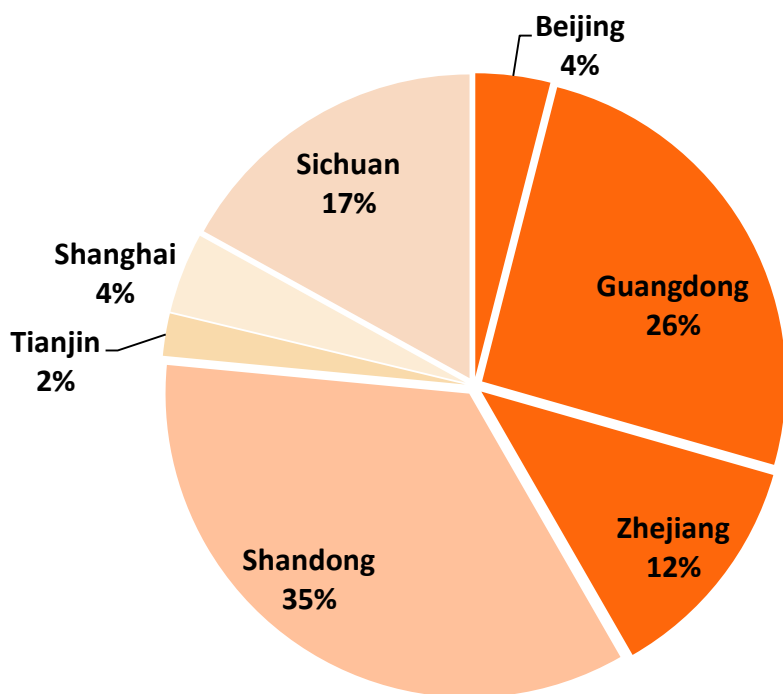


## Note 1:

Cordlife Group Limited ("Cordlife") is a consumer healthcare company catering to the mother and child segment and a leading cord blood and umbilical cord lining banking services provider. Cordlife has the largest market share of private cord blood banks in Singapore, Indonesia and the Philippines. In Hong Kong and India, it is amongst the top three market leaders for private cord blood banks. It is also a controlling shareholder of a Malaysia-based cord blood banking operator. Source: Deloitte & Touche Financial Advisory Services Limited report, Oct 2014

# MARKET SHARE IN CHINA

Total Newborn Share of 7 Authorized Regions in China



Province / Municipality	Newborn Population	Percentage of Total (%)
Beijing	202,430	4%
Guangdong	1,294,494	26%
Zhejiang	624,337	12%
Shandong	1,770,573	35%
Tianjin	114,567	2%
Shanghai	217,575	4%
Sichuan	862,818	17%
<b>Total</b>	<b>5,086,794</b>	<b>100%</b>

42%

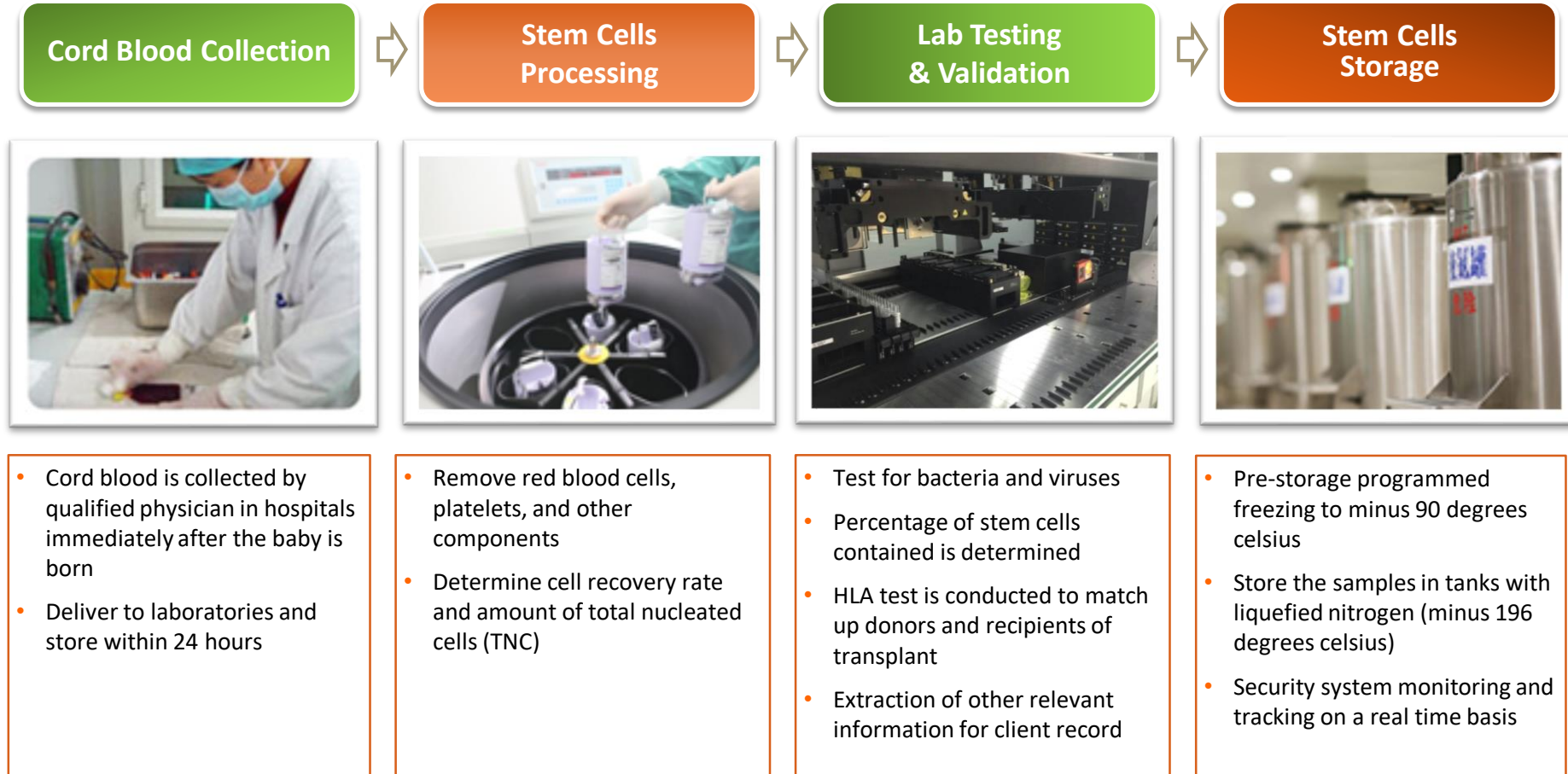
CCBC's operating regions      CCBC's minority investment<sup>1</sup>

- CCBC covers 42% of the annual newborns in 7 authorized regions in China by end of December 2016

Source: China Statistical Yearbook 2017 (Data of 2016)

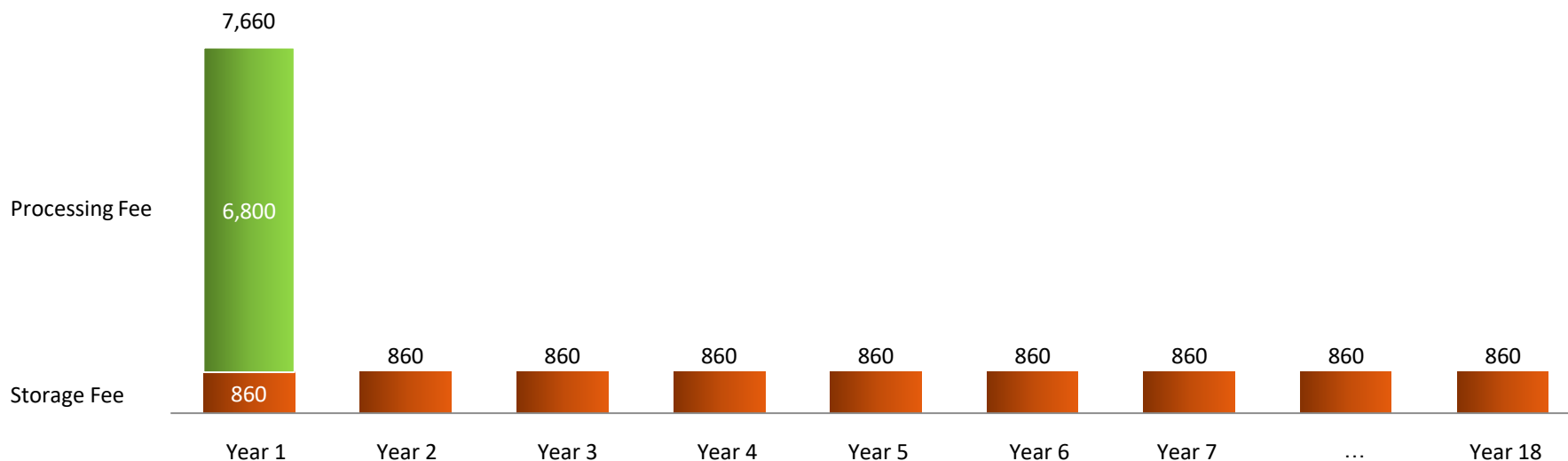
Note 1: CCBC holds 24% stake of Shandong cord blood bank

# OPERATIONAL PROCEDURES



# REVENUE MODEL

- Revenue from subscription fees consist of two components:
  - Processing fee (**RMB6,800**)
  - Annual storage fee (**RMB860 / year for 18 years**)
- Revenue recognition is based on service delivery (graphed below) over the 18 years, though cash flow profile could vary according to different payment plans
- Aggregated revenue per subscriber is ~RMB22,280 ( $\text{RMB6,800} + \text{RMB860} \times 18$ )

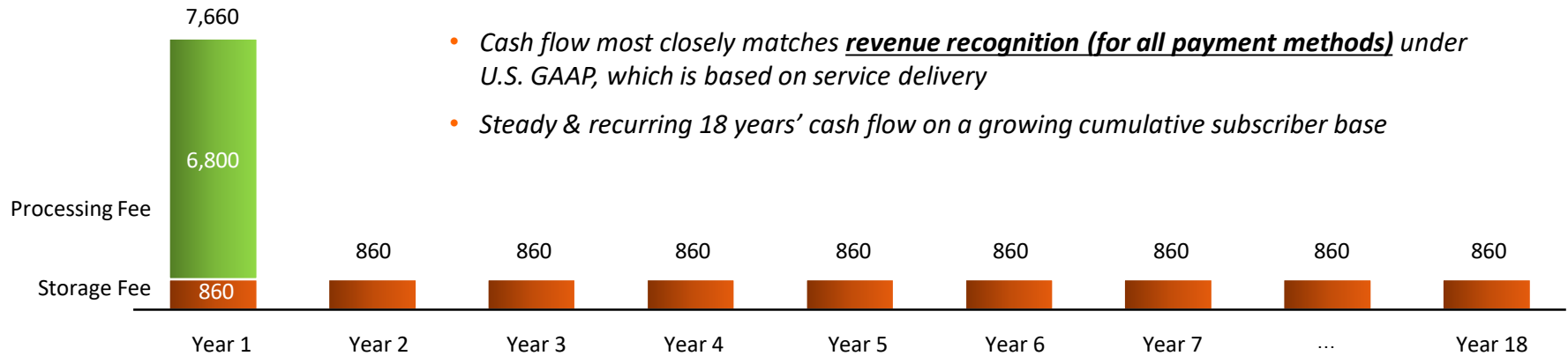


Notes:

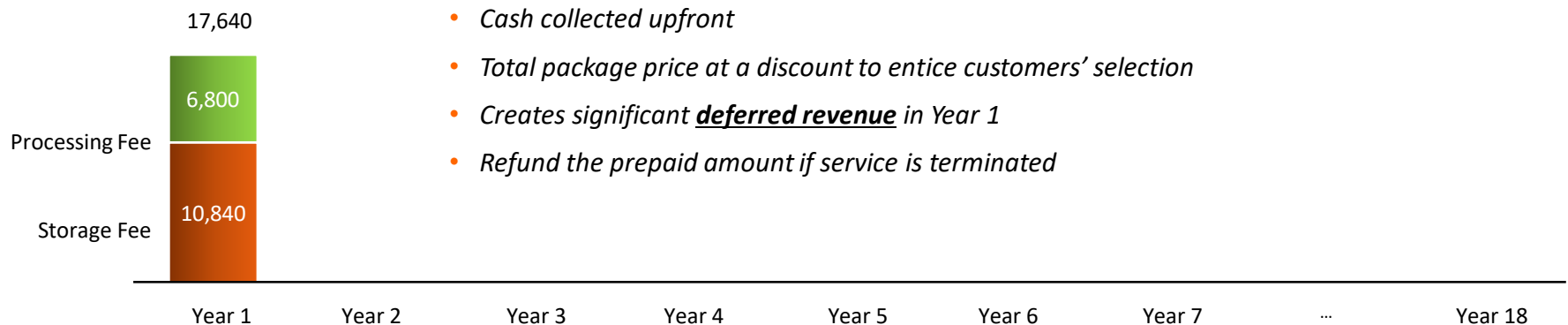
1. Customers have the right to terminate their subscription agreements with us prior to the end of the 18-year term, and the children have the option of continuing them beyond 18 years
2. All figures in RMB

# SINGLE CUSTOMER CASH FLOW STREAM

## Normal Payment Plan



## Upfront Payment Plan



# REVENUE MODEL – RECURRING REVENUE

- The recurring revenue model builds a solid payment structure for a steady stream of long-term revenue inflow

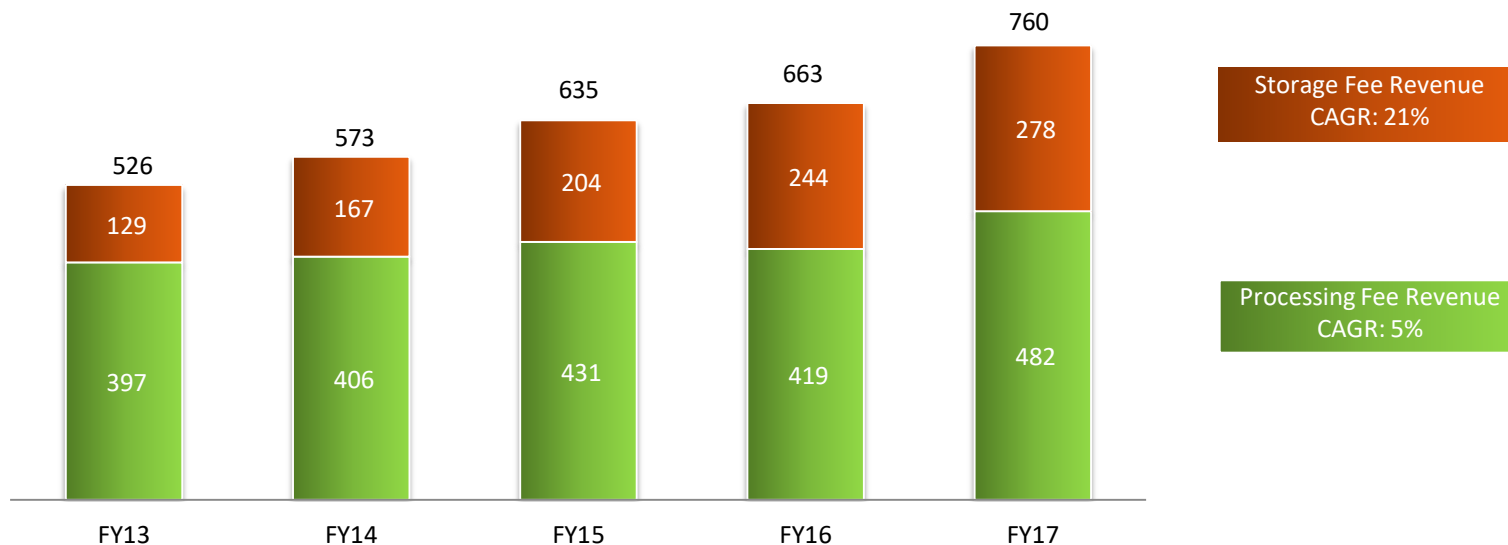
## Processing Fee

- Generation of substantial upfront cash flow
- Growth driven by increase in new subscriber numbers

## Storage Fee

- Annuity-like recurring storage fees
- Increasing storage fee revenue as subscriber base continues to grow

Revenue Breakdown



Notes:

1. Fiscal year ended March 31
2. All figures in RMB million
3. 5-year CAGR between FY2013-FY2017

# MARKETING MODEL

## Advanced Channels

- CCBC sales approach to potential clients at consultancy desks near Department of Obstetrics & gynecology in hospitals
- Business Client Development Plan

## Prenatal Education

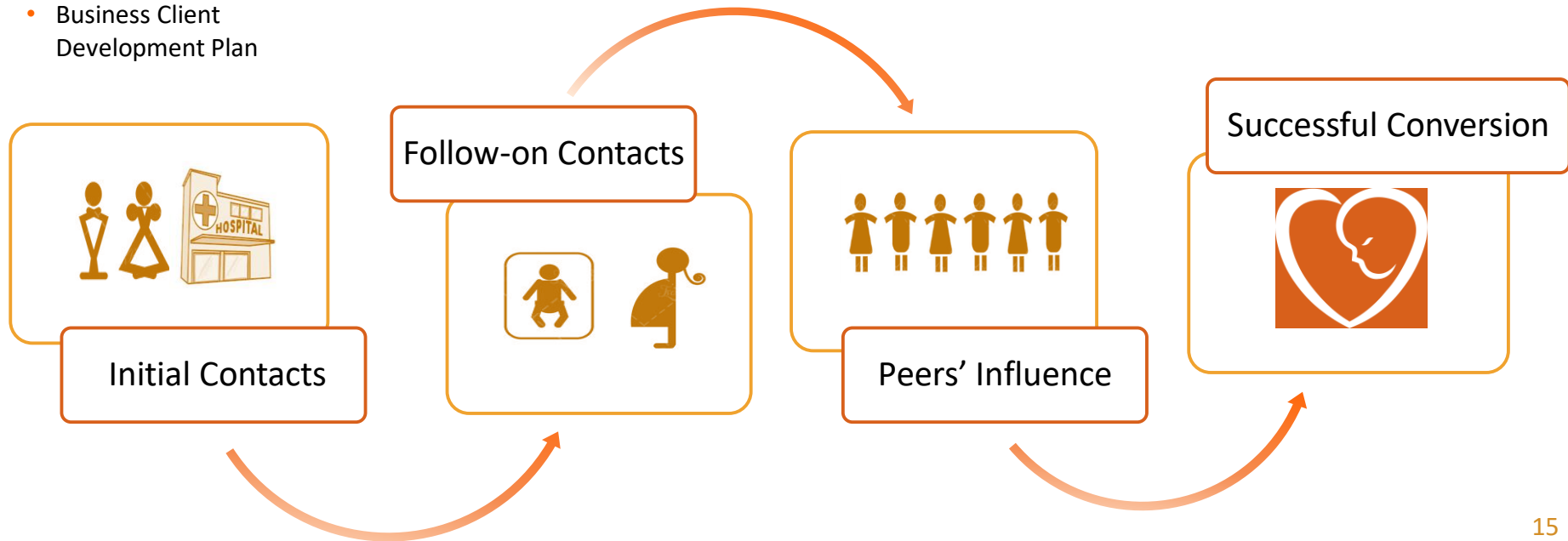
- Organize prenatal class to educate potential clients on the clinical benefits of cord blood stem cells

## Media & Word of Mouth

- Employ multiple media and promotion activities to influence potential clients' decision-making process

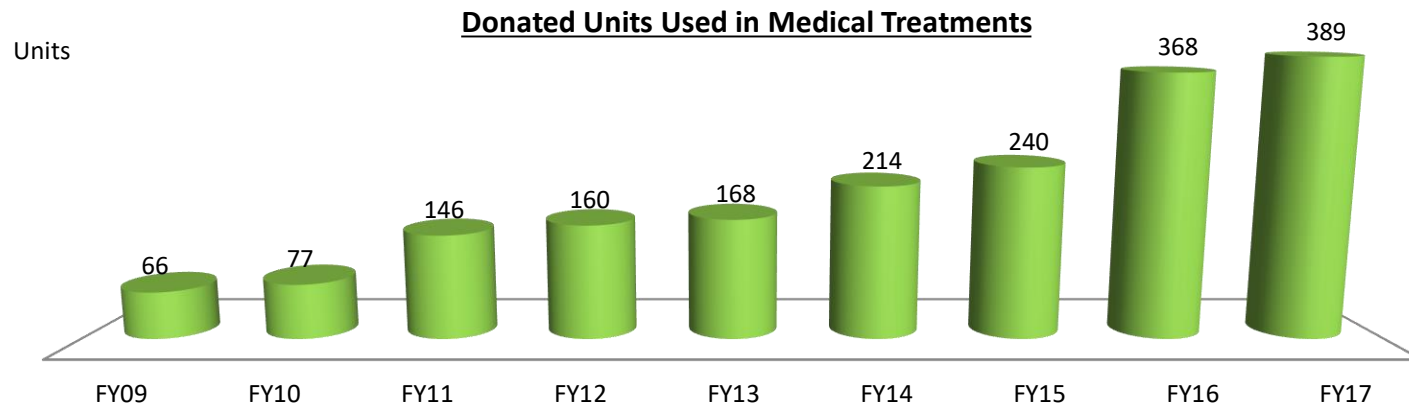
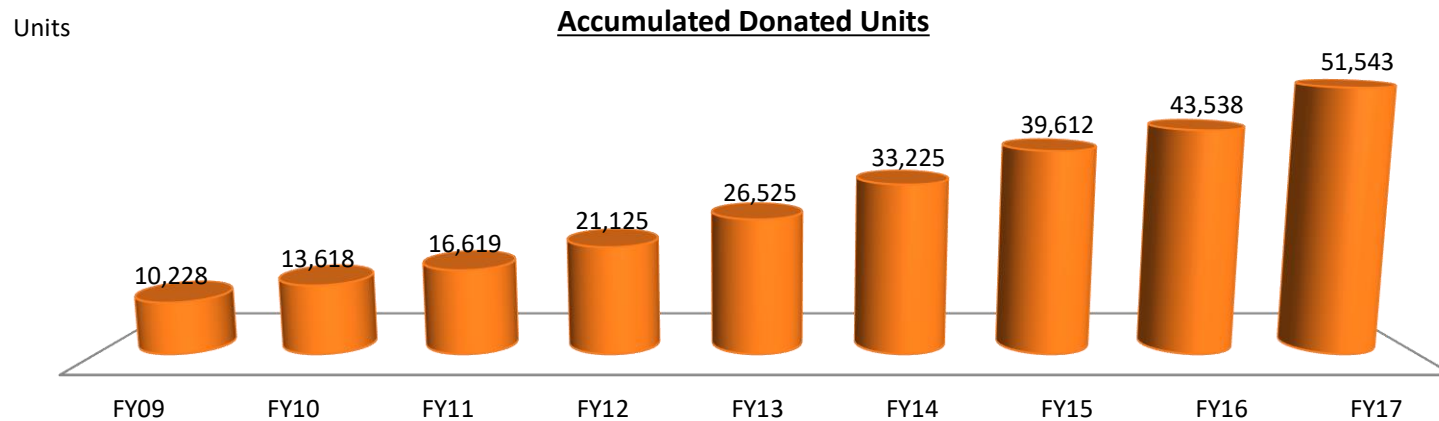
## Herd Behavior

- Large client base enhances the “word-of-mouth” effect



# PUBLIC BANK OPERATION

- CCBC operates multiple public cord blood banks in China, and applies the highest operation standards to meet the embedded social responsibilities
- CCBC has established collaboration with Cordlife to share its donated cord blood unit database, and locate suitable cord blood unit to increase matching probability for those seeking stem cell therapy - a milestone collaboration to assist families across PRC and other parts of Asia



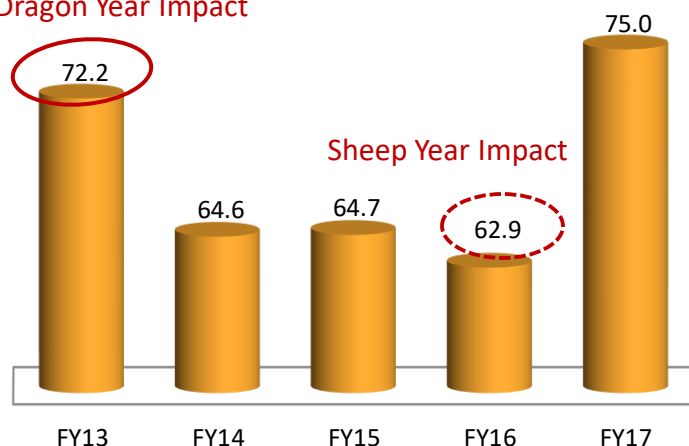


# SUBSCRIBER GROWTH AND SEASONALITY

Units '000

**Annual New Subscriber Sign-ups**

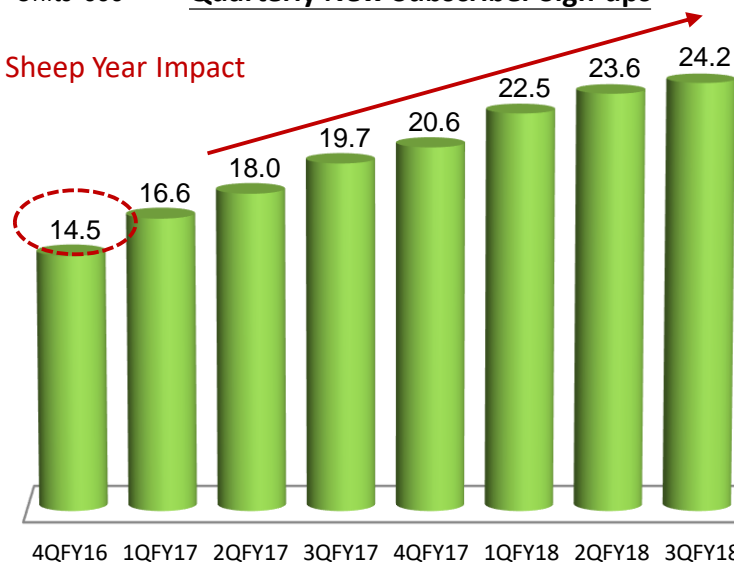
Dragon Year Impact



Units '000

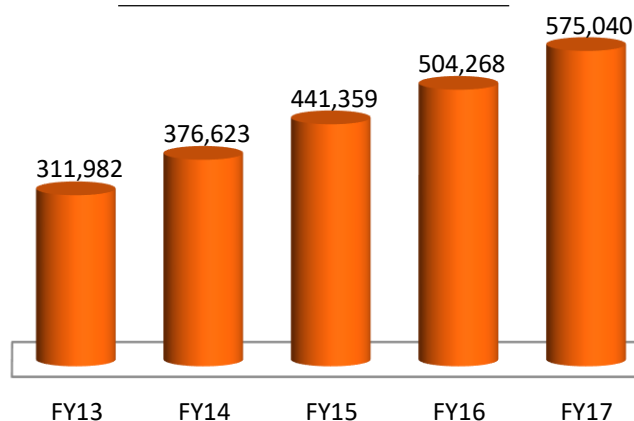
**Quarterly New Subscriber Sign-ups**

Sheep Year Impact



Units

**Accumulated Subscriber Base**



- Dragon year (4QFY12-4QFY13) baby boom resulted in a YoY drop in new subscribers in FY14. New subscriber is returning to a steady growth in FY14-15
- Sheep year (4QFY15-4QFY16) newborn number dropped significantly but is on track of recovery from 1QFY17
- In 3QFY18 new subscribers and accumulated subscriber base were 24,229 and 640,311<sup>1</sup> respectively

**Notes:**

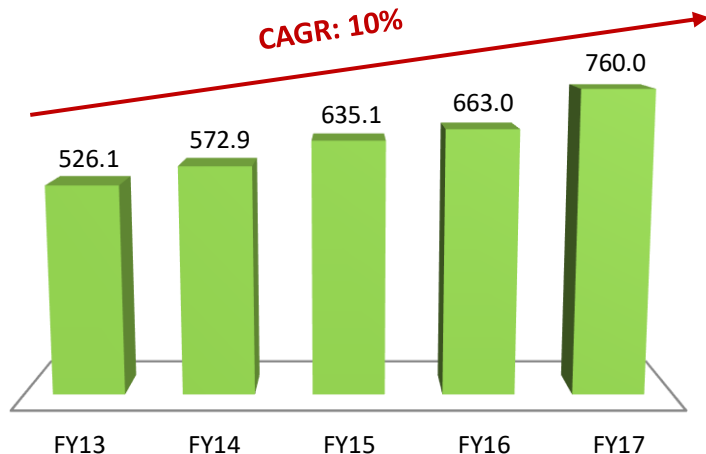
1. During the three months and nine months ended December 31, 2017, 24,229 and 70,399 new subscribers were recruited, respectively. The Company reclassified 4,598 and 5,128 private cord blood units as donated cord blood units during the three months and nine months ended December 31, 2017 after the Company determined that the recoverability of these prior private cord blood banking subscribers was low. Therefore, the Company terminated their subscription services according to the subscription contracts and these units are being treated as if they were donated cord blood units and will be part of the Company's non-current inventories. Hence, the net accumulated subscriber base was 640,311 as of December 31, 2017.

2. Fiscal year ended March 31

# FINANCIAL HIGHLIGHT – 5 YEARS TRACK

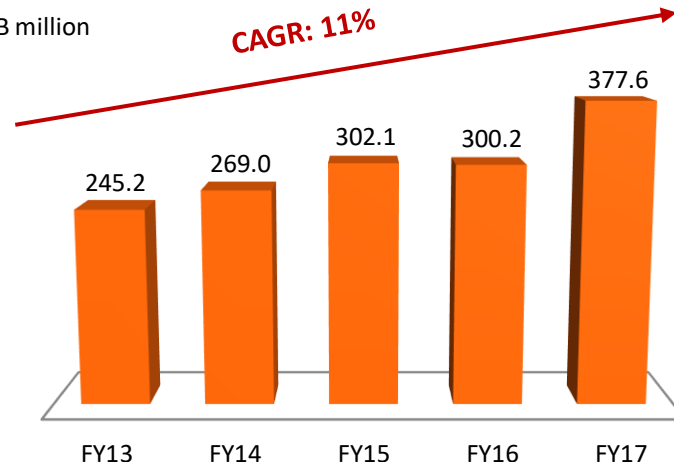
Revenues

RMB million



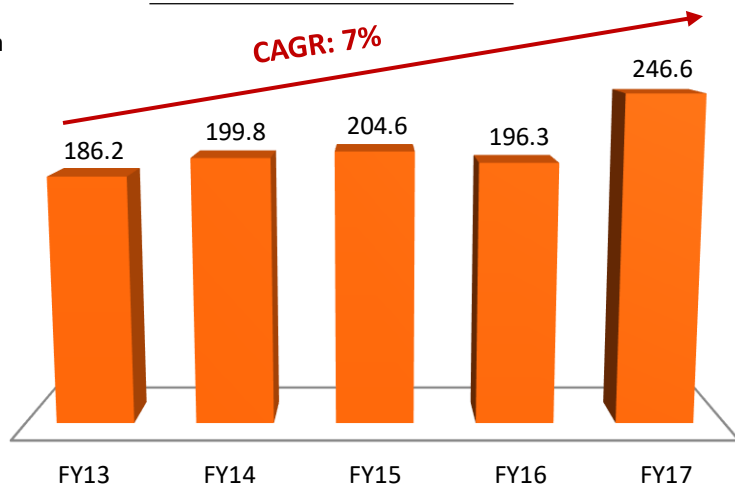
EBITDA before Share-based Compensation Expense<sup>2</sup>

RMB million



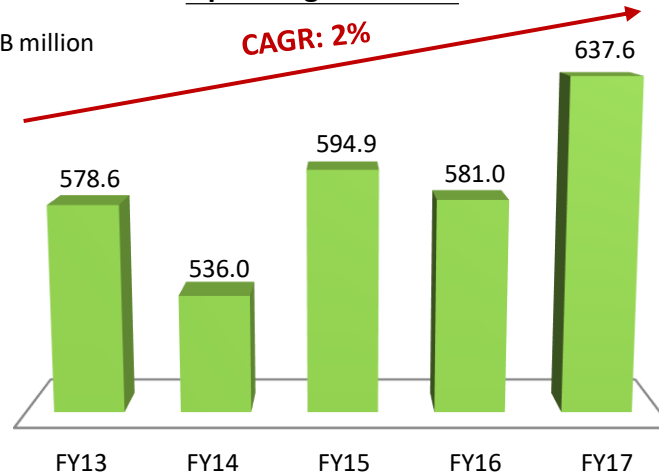
Net Income ex. CB Interests

RMB million



Operating Cash Flow

RMB million



Notes:

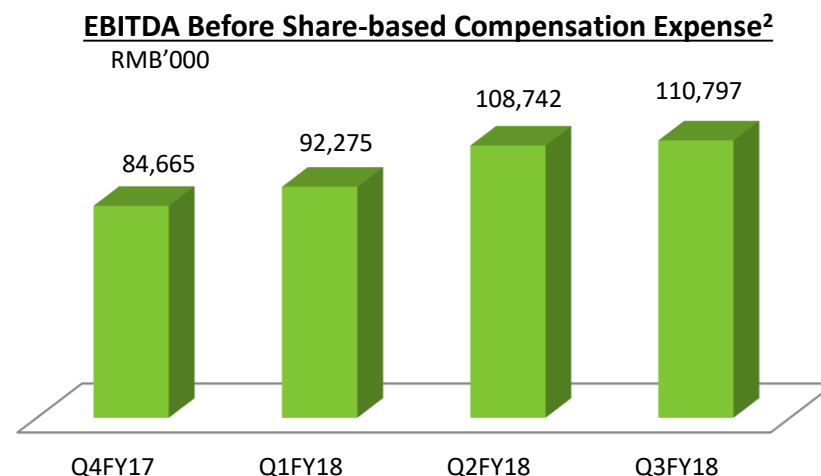
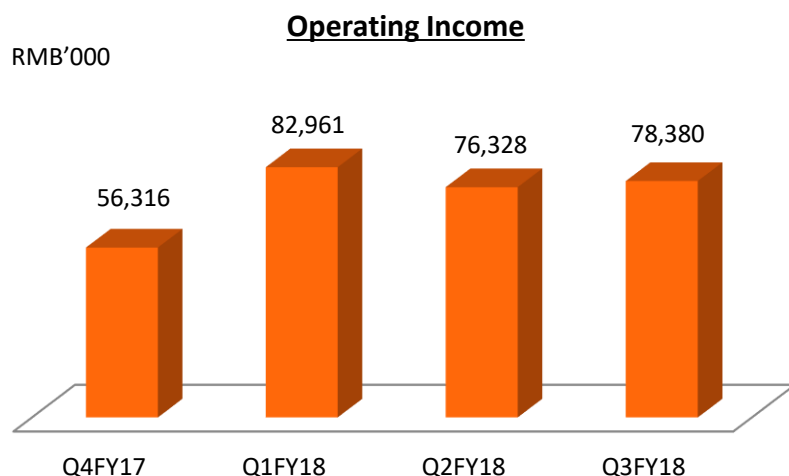
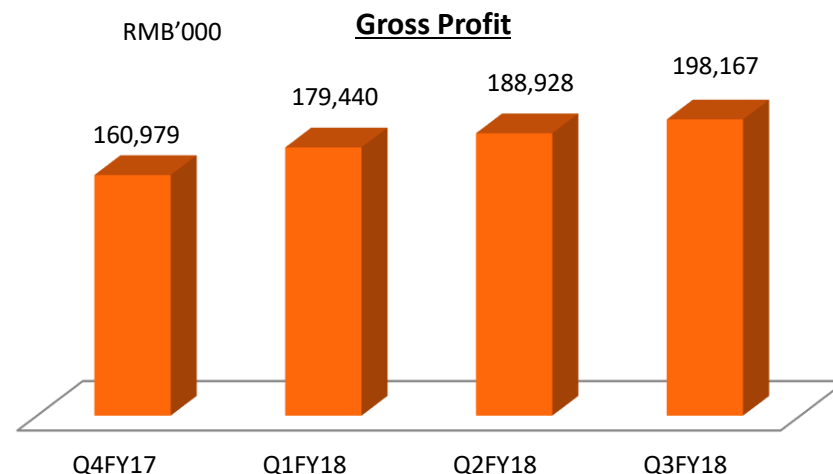
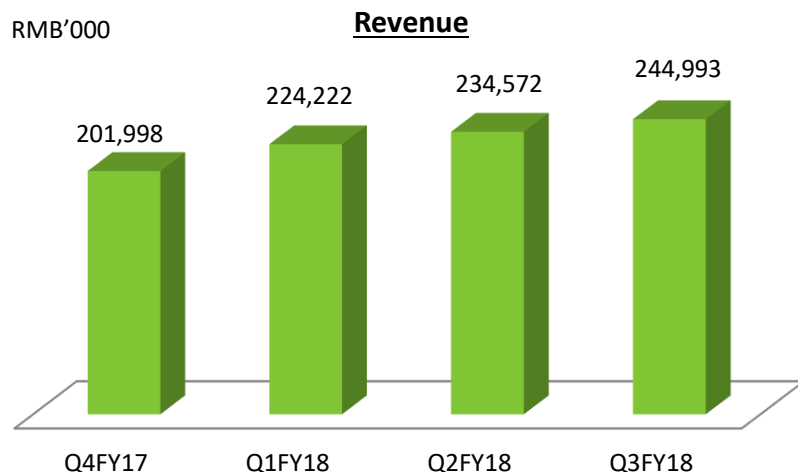
1. Fiscal year ended March 31

2. Representing operating income before depreciation and amortization and share-based compensation expenses. See appendix for a reconciliation to U.S. GAAP amounts.

In FY17, there were one-off other operating income and direct costs reduction (Total RMB43.1 mil)

3. 5-Year CAGR between FY2013-FY2017

# FINANCIAL HIGHLIGHT – Q3FY18



- Notes:
1. Fiscal year ended March 31
  2. Representing operating income before depreciation and amortization and share-based compensation expenses. See appendix for a reconciliation to U.S. GAAP amounts.

# THANK YOU

## Q & A

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中國臍帶血庫企業集團

China Cord Blood Corporation

# APPENDIX – 1

## EXPERIENCED & DEDICATED MANAGEMENT TEAM

### Extensive healthcare experiences & abilities to commercialize and expand our services

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**Ms. Ting Zheng**

*Chairperson, Chief Executive Officer and Director, Interim Chief Executive Officer of Beijing Division*

- Actively involved in establishment of cord blood banking operations since 2003
- 10+ years of experience in the field of corporate strategy in China's healthcare industry

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**Mr. Albert Chen**

*Chief Financial Officer and Director*

- 10+ years of experience in the pharmaceutical and healthcare industries
- CFA charter holder

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**Ms. Rui Arashiyama**

*Chief Executive Officer – Guangdong and Zhejiang Divisions*

- 10+ years of sales and marketing experiences in China
- Worked at Nissan from 1989 to 1999, responsible for overseas market development including China, Hong Kong and Singapore

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**Ms. Xin Xu**

*Chief Technology Officer*

- 20+ years of solid experience in Cryobiology research
- Lectured Cryobiology at Beijing Medical University



**Seasoned  
Management Team  
with Extensive  
Experience**

**In-depth Knowledge of  
the China Healthcare  
Services Sector**

**Successful Track  
Record on Acquisition  
and Commercialization**

# APPENDIX – 2

## INCOME STATEMENT SUMMARY (U.S. GAAP)

<i>(In thousands)</i>	Three months ended December 31,			Nine months ended December 31,		
	2016	2017	2017	2016	2017	2017
	RMB	RMB	US\$	RMB	RMB	US\$
<b>Revenues</b>	<b>200,888</b>	<b>244,993</b>	<b>37,654</b>	<b>557,980</b>	<b>703,787</b>	<b>108,170</b>
<b>Gross profit</b>	<b>175,788</b>	<b>198,167</b>	<b>30,457</b>	<b>456,359</b>	<b>566,535</b>	<b>87,075</b>
Research and development	(2,890)	(2,930)	(450)	(7,216)	(9,273)	(1,425)
Sales and marketing	(46,965)	(59,947)	(9,214)	(124,799)	(159,549)	(24,522)
General and administrative	(50,579)	(56,910)	(8,747)	(142,111)	(160,044)	(24,598)
Other operating income	26,316	-	-	26,316	-	-
<b>Operating income</b>	<b>101,670</b>	<b>78,380</b>	<b>12,046</b>	<b>208,549</b>	<b>237,669</b>	<b>36,530</b>
Interest expense	(30,594)	-	-	(89,228)	(3,257)	(501)
Income tax expense	(17,192)	(15,639)	(2,404)	(41,507)	(45,885)	(7,052)
Net income attributable to the Company's shareholders	55,887	69,854	10,734	88,250	206,584	31,751
<i>Depreciation and amortization</i>	<i>(12,690)</i>	<i>(12,660)</i>	<i>(1,946)</i>	<i>(37,837)</i>	<i>(37,766)</i>	<i>(5,805)</i>
<i>Share-based compensation expense</i>	<i>(15,931)</i>	<i>(19,757)</i>	<i>(3,037)</i>	<i>(46,536)</i>	<i>(36,379)</i>	<i>(5,592)</i>

Notes:

1. Only show key line items
2. Financials of Shandong cord blood bank and Cordlife Group Limited are not consolidated

# APPENDIX – 2

## SELECTED BALANCE SHEET ITEMS (U.S. GAAP)

<i>(In thousands)</i>	March 31, 2017	December 31, 2017	
	RMB	RMB	US\$
Cash and cash equivalents	3,510,264	4,078,303	626,823
Total current assets	3,671,308	4,248,027	652,909
Property, plant and equipment, net	551,434	556,757	85,572
Total assets	5,182,912	5,696,503	875,536
Convertible notes, net	1,031,154	-	-
Current deferred revenue	323,690	359,545	55,261
Total current liabilities	1,447,128	458,019	70,396
Non-current deferred revenue	1,569,579	1,809,408	278,101
Total liabilities	3,340,363	2,635,029	404,996
Total shareholders' equity	1,837,855	3,054,572	469,479
Working capital <sup>1</sup>	2,224,180	3,790,008	582,513

Notes:

1. Current assets less current liabilities
2. Only show key line items
3. Fiscal year ended March 31

# APPENDIX – 2

## FINANCIAL HIGHLIGHT – 5 YEARS TRACK

<i>In RMB '000</i> <i>FY ended March</i>	<sup>4</sup> <b>FY2013</b>	<b>FY2014</b>	<b>FY2015</b>	<sup>5</sup> <b>FY2016</b>	<b>FY2017</b>
<b>Revenues</b>	<b>526,123</b>	<b>572,857</b>	<b>635,122</b>	<b>662,999</b>	<b>759,978</b>
<i>Revenues Growth %</i>	<i>38.3%</i>	<i>8.9%</i>	<i>10.9%</i>	<i>4.4%</i>	<i>14.6%</i>
<b>Gross Profit</b>	<b>419,502</b>	<b>466,632</b>	<b>504,511</b>	<b>518,401</b>	<b>617,338</b>
<i>Gross Margin %</i>	<i>79.7%</i>	<i>81.5%</i>	<i>79.4%</i>	<i>78.2%</i>	<i>81.2%</i>
<b>Operating Income</b>	<b>209,314</b>	<b>231,926</b>	<b>234,996</b>	<b>191,330</b>	<b>264,865</b>
<b>Depreciation &amp; Amortization</b>	<b>35,874</b>	<b>37,065</b>	<b>50,609</b>	<b>50,166</b>	<b>50,481</b>
<b>Share-based Compensation</b>	-	-	<b>16,535</b>	<b>58,684</b>	<b>62,241</b>
<b>EBITDA before Share-based Compensation Expense<sup>1</sup></b>	<b>245,188</b>	<b>268,991</b>	<b>302,140</b>	<b>300,180</b>	<b>377,587</b>
<i>EBITDA before Share-based Compensation Expense<sup>1</sup> Margin %</i>	<i>46.6%</i>	<i>47.0%</i>	<i>47.6%</i>	<i>45.3%</i>	<i>49.7%</i>
<b>Net Income</b>	<b>119,642</b>	<b>132,526</b>	<b>107,793</b>	<b>91,333</b>	<b>128,689</b>
<b>Interest Expense<sup>2</sup></b>	<b>70,097</b>	<b>70,075</b>	<b>101,102</b>	<b>107,967</b>	<b>119,418</b>
<b>Net Income ex. CB Interests</b>	<b>186,217</b>	<b>199,783</b>	<b>204,633</b>	<b>196,251</b>	<b>246,629</b>
<i>Net Income ex. CB Interests Margin %</i>	<i>35.4%</i>	<i>34.9%</i>	<i>32.2%</i>	<i>29.6%</i>	<i>32.5%</i>
<b>Cash &amp; Cash Equivalents</b>	<b>1,494,099</b>	<b>1,882,901</b>	<b>2,436,655</b>	<b>3,008,422</b>	<b>3,510,264</b>
<b>Net Assets</b>	<b>1,241,463</b>	<b>1,439,996</b>	<b>1,543,213</b>	<b>1,713,425</b>	<b>1,842,549</b>
<b>Operating Cash Flow (“OCF”)</b>	<b>578,632</b>	<b>536,015</b>	<b>594,866</b>	<b>580,997</b>	<b>637,632</b>
<i>OCF as % of Revenue</i>	<i>110.0%</i>	<i>93.6%</i>	<i>93.7%</i>	<i>87.6%</i>	<i>83.9%</i>

**Market Cap<sup>3</sup> (Feb 27, 2018)**

**~US\$1.3 bil**

**Notes:**

1. Representing operating income before depreciation and amortization and share-based compensation expenses, see appendix for a reconciliation to U.S. GAAP amounts  
In Q3FY17, there was one-off other operating income and direct costs reduction (Total RMB43.1 mil)
2. Including CB interests of RMB66.6 mil, RMB67.3 mil, RMB96.8 mil, RMB104.9 mil and RMB117.9 mil in the fiscal years ended March 31, 2013, 2014, 2015, 2016 and 2017 respectively
3. Based on 120.6 mil shares outstanding, including shares in RSU Trust
4. Year of the Dragon
5. Year of the Sheep



# APPENDIX – 2

## REGULATION G COMPLIANCE

### About Non-GAAP Financial Measures

The Company makes reference to non-GAAP financial measures, as supplemental measures to review and assess our operating performance: EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin, Net Income ex. CB Interests. The presentation of these non-GAAP financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. We define (1) EBITDA before Share-based Compensation Expense as Operating Income before Depreciation and Amortization and Share-based Compensation Expense, (2) EBITDA before Share-based Compensation Expense Margin as EBITDA before Share-based Compensation Expense divided by Revenues, (3) Net Income ex. CB Interests as Net Income plus CB Interests. We use EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin, Net Income ex. CB Interests as measures of operating performance to assist in comparing performance from period to period on a consistent basis, as measured for planning and forecasting overall expectations and for evaluating actual results against such expectations and as performance evaluation metrics, including as part of assessing and administering our executive and employee incentive compensation programs. We believe that the use of these non-GAAP measures facilitates investors' assessment of our operating performance from period to period and from company to company by backing out potential differences caused by variations in items such as capital structures (affecting relative finance or interest expenses), the book value of intangibles (affecting relative amortization expenses), the age and book value of property and equipment (affecting relative depreciation expenses) and other non-cash expenses (affecting one-time transition charges). We also present these non-GAAP measures because we believe these non-GAAP measures are frequently used by securities analysts, investors and other interested parties as measures of the financial performance of companies in our industry.

These non-GAAP financial measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. These non-GAAP financial measures have limitations as analytical tools, and when assessing our operating performance, investors should not consider them in isolation, or as a substitute for profit (loss) or other consolidated statements of operation data prepared in accordance with U.S. GAAP. Some of these limitations include, but not limited to:

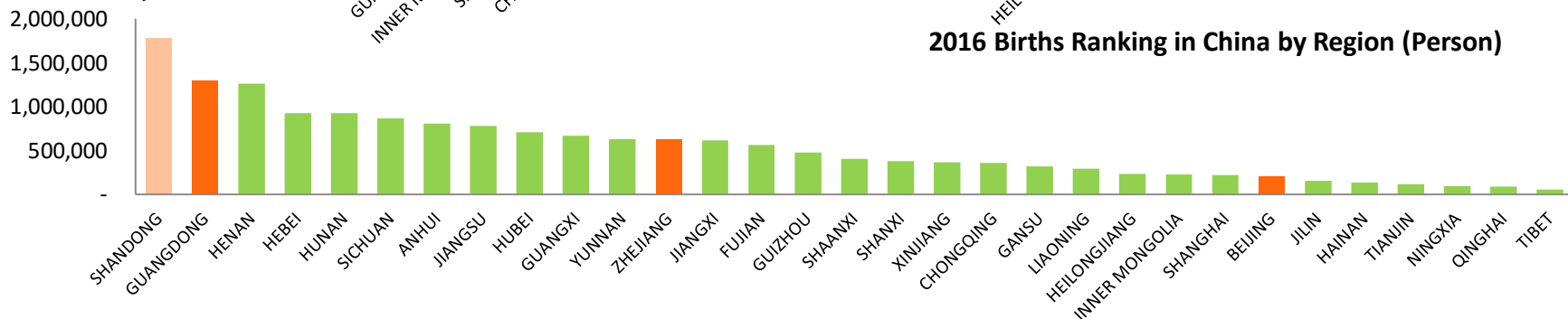
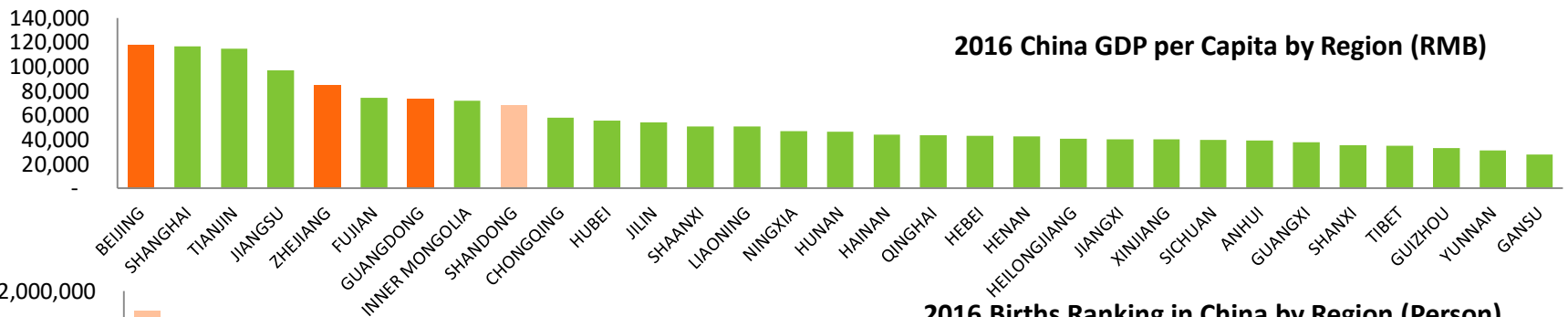
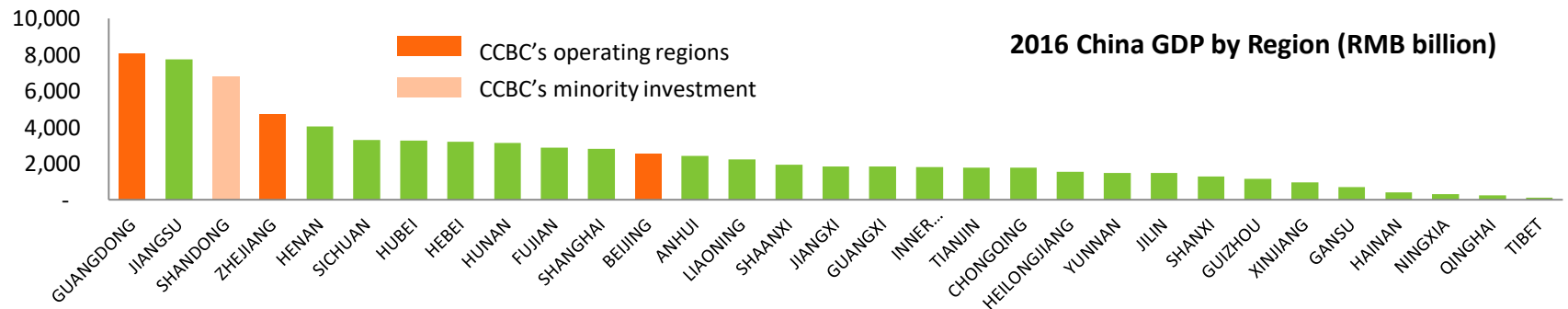
- they do not reflect our cash expenditures or future requirements for capital expenditures or contractual commitments;
- they do not reflect changes in, or cash requirements for, our working capital needs;
- they do not reflect the finance or interest expenses, or the cash requirements necessary to service interest or principal payments, on our debt;
- they do not reflect income taxes or the cash requirements for any tax payments;
- although depreciation and amortization are non-cash charges, the assets being depreciated and amortized often will have to be replaced in the future, and adjusted net profit, EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin do not reflect any cash requirements for such replacements; and
- other companies may calculate EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin, Net Income ex. CB Interests differently than we do, limiting the usefulness of these non-GAAP measures as comparative measures.

We compensate for these limitations by relying primarily on our U.S. GAAP results and EBITDA before Share-based Compensation Expense, EBITDA before Share-based Compensation Expense Margin, Net Income ex. CB Interests only as supplemental measures.

# APPENDIX – 3

## ECONOMICS OF CCBC'S LICENSED REGIONS

- CCBC operates in **Beijing, Guangdong and Zhejiang**, and has exposure to **Shandong** province through a minority investment
- These are some of the **wealthiest regions** in China with high population density and abundant hospital resources, with significant market potential for cord blood banking



Source: National Bureau of Statistics of China (China Statistical Yearbook 2017)

# APPENDIX – 4

## DISEASES TREATABLE WITH CORD BLOOD STEM CELLS

### Cancers

- Acute lymphoblastic leukemia (ALL)
- Acute myeloid leukemia (AML)
- Burkitt's lymphoma
- Chronic myeloid leukemia (CML)
- Juvenile myelomonocytic leukemia (JMML)
- Non-Hodgkin's lymphoma
- Hodgkin's lymphoma
- Lymphomatoid granulomatosis
- Myelodysplastic syndrome (MDS)
- Chronic myelomonocytic leukemia (CMML)

### Bone Marrow Failure Syndrome

- Amegakaryocytic thrombocytopenia
- Autoimmune neutropenia (severe)
- Congenital dyserythropoietic anemia
- Cyclic neutropenia
- Diamond-Blackfan anemia
- Evan's syndrome
- Fanconi anemia
- Glanzmann's disease
- Juvenile dermatomyositis
- Kostmann's syndrome
- Red cell aplasia
- Shwachman syndrome
- Severe aplastic anemia
- Congenital sideroblastic anemia
- Thrombocytopenia with absent radius (TAR)
- Dyskeratosis congenita

### Blood Disorders

- Sickle-cell anemia (hemoglobin SS)
- HbSC disease
- Sickle  $\beta^0$  Thalassemia
- $\alpha$ -thalassemia major (hydrops fetalis)
- $\beta$ -thalassemia major (Cooley's anemia)
- $\beta$ -thalassemia intermedia
- E- $\beta^0$  thalassemia
- E- $\beta^+$  thalassemia

### Metabolic Disorders

- Adrenoleukodystrophy Gaucher's disease (infantile)
- Metachromatic leukodystrophy
- Krabbe disease (globoid cell leukodystrophy)
- Gunther disease
- Hermansky-Pudlak syndrome
- Hurler syndrome
- Hurler-Scheie syndrome
- Hunter syndrome
- Sanfilippo syndrome
- Maroteaux-Lamy syndrome
- Mucopolipidosis Type II, III
- Alpha mannosidosis
- Niemann Pick Syndrome, type A and B
- Sandhoff Syndrome
- Tay-Sachs Disease
- Lesch-Nyhan disease

### Immuno-deficiencies

- Ataxia telangiectasia
- Chronic granulomatous disease
- DiGeorge syndrome
- IKK gamma deficiency
- Immune dysregulation polyendocrineopathy
- X-linked Mucopolipidosis, Type II
- Myelokathexis X-linked immunodeficiency
- Severe combined immunodeficiency
- Adenosine deaminase deficiency
- Wiskott-Aldrich syndrome
- X-linked agammaglobulinemia
- X-linked lymphoproliferative disease
- Omenn's syndrome
- Reticular dysplasia
- Thymic dysplasia
- Leukocyte adhesion deficiency

### Other

- Osteopetrosis
- Langerhans cell histiocytosis
- Hemophagocytic lymphohistiocytosis

### In Clinical Trial

- |                          |                 |                         |
|--------------------------|-----------------|-------------------------|
| • Autism                 | • Lung injury   | • Heart repair          |
| • Cerebral palsy         | • Stroke        | • Bone repair           |
| • Pediatric stroke       | • Parkinson's   | • Wound healing         |
| • Traumatic brain injury | • Alzheimer's   | • Rheumatoid arthritis  |
| • Spinal cord injury     | • Liver disease | • Cataracts & Blindness |



THANK YOU



中國臍帶血庫企業集團  
China Cord Blood Corporation