

Corporate Presentation – November 2021

GLOBAL CORD BLOOD CORPORATION

(NYSE:CO) 図際臍帶血庫企業集團 Global Cord Blood Corporation

DISCLAIMER

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. The information in this press release 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's expectations are as of the date this press release is issued, and the Company does not intend to update any of the forward-looking statements after the date this press release is issued to conform these statements to actual results, unless required by law.

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Regulation G Compliance

You are also reminded that during this presentation, certain non-GAAP financial measures, such as EBITDA before share-based compensation expense ("Non-GAAP Operating Income"), Non-GAAP Operating Income 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: 1.8 mil annual new born in Beijing+Guangdong+Zhejiang out of 3.7 mil in 7 authorized regions in China
- Largest Client Base: 938,092 accumulated subscribers as of September 30, 2021
- Extensive Hospital Channels: 380+ collaborating hospitals as of March 31, 2021

FY21 Financial Highlights

- Top line & Cash flow: Revenues ~ US\$177 mil; Operating cash flow US\$96 mil; EBITDA ("Non-GAAP operating income¹") ~ US\$91 mil;
- Profit Margins: Gross margin 85%; Non-GAAP operating income¹ margin 51%

Sources: China Statistical Yearbook 2021; National Health Commission (NHC); CO SEC filings up to November 2021 Note:

- 1. Non-GAAP operating income = Operating income + Depreciation expense + Amortization expense
- 2. Fiscal year ended March 31
- 3. Numbers are rounded
- 4. China Statistical Yearbook 2021 with Company estimates

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Industry Dynamics

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Financial Highlight

CORD BLOOD STEM CELLS APPLICATION

Hematopoietic Stem Cell

- Hematopoietic stem cells (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

Major Benefits

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

Proven Therapies

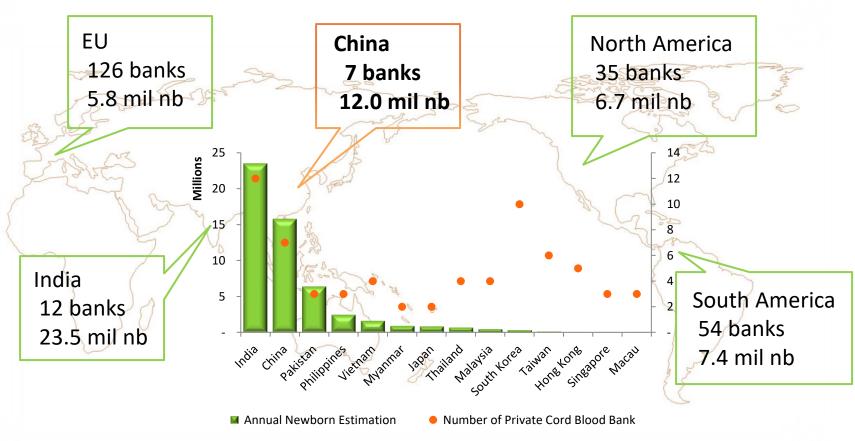
- HSC is proven to treat blood and immune system related diseases and potentially would enjoy more therapeutic benefits from many ongoing R&D and clinical studies (To learn more, please refer to Appendix – 3 of this presentation)
- In a cord blood transplant, stem cells are infused into a patient's bloodstream to heal and repair damaged cells
- By the end of 2019, 56,000+ cord blood units from public cord blood banks have been utilized for transplants globally to treat ~80 types of blood, metabolic and immune system related diseases

Sources:

- 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) 2019

GLOBAL PEERS AND OVERALL MARKET SIZE

Global Number of Private Cord Blood Banks & Annual Newborn ("nb") Estimation



<u>6 mil</u> private cord blood units stored by end of 2018,
 59,000 cord blood transplantation performed globally by end of 2020¹

REGULATORY POLICIES IN CHINA

Dynamic License Policy & Other Regulation

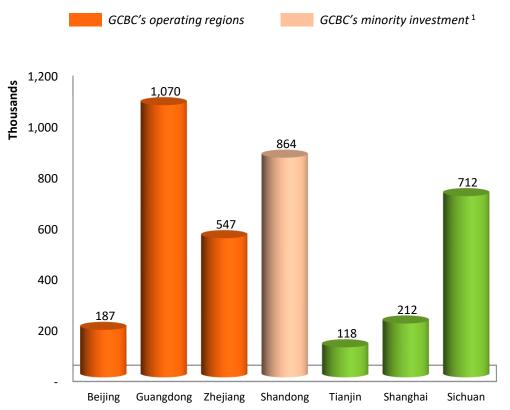


- Under the "One License per Region" policy, only one cord blood banking license is issued in any single province / municipality, precluding more than one cord blood licensee from operation in the same jurisdiction. Only 7 licenses out of 31 regions in China are granted.
 - In late 2019, the National Health Commission ("NHC") indicated additional licenses could be issued in Free Trade Zones ("FTZs") by provincial government agencies but implementation rules have not yet been provided.
- By end of 2020, the NHC announced <u>no more license</u> applications will be accepted in 2021 but no further details have been provided.
- Commencement of Biosecurity Law in April 2021 imposed additional requirements and regulations concerning biosecurity management of human genetic resources ("HGR"). Expect additional guidelines and implementation details to be released in the future.

MARKET SIZE IN CHINA

Large Potential Addressable Market

2020 Births Estimation in 7 Licensed Regions in China



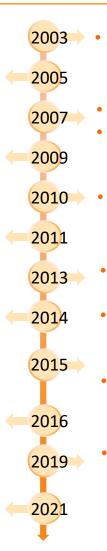
- 3.7 mil newborns per year in 7 licensed regions
 12+ mil newborns per year in 31 regions in China,
 a large potential addressable market
- Urbanization leads to regional migration and positive inflow towards affluent regions with better education resources, such as Gudangdong and Zhejiang
- Approval of the "Three-Child Policy" is positive for the long-term industry development

Sources: National Bureau of Statistics of China (China Statistical Yearbook 2021, Data of 2020); National Health Commission (NHC)

- 1. GCBC holds 24% stake of Shandong cord blood bank
- 2. China Statistical Yearbook 2021 with Company estimates

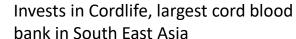
TIMELINE AND MILESTONES

- Beijing cord blood bank becomes the 1st cord blood bank in China to receive ISO9001
- Capacity expansion in Beijing completed
- Listed on the NYSE
- Zhejiang cord blood bank commences operation
- Guangdong capacity expansion and Zhejiang new facility completed
- Accumulated subscriber base surpassed 500,000 by March 31, 2016
- Accumulated subscriber base surpassed
 938,000 by September 30, 2021



 Beijing cord blood bank begins commercialization





- Acquires 19.9% stake in the Shandong cord blood bank
- Beijing cord blood bank receives the AABB accreditation
- Increases stake in Shandong cord blood bank to 24%
- Guangdong cord blood bank receives the AABB accreditation
- Zhejiang cord blood bank receives the AABB accreditation









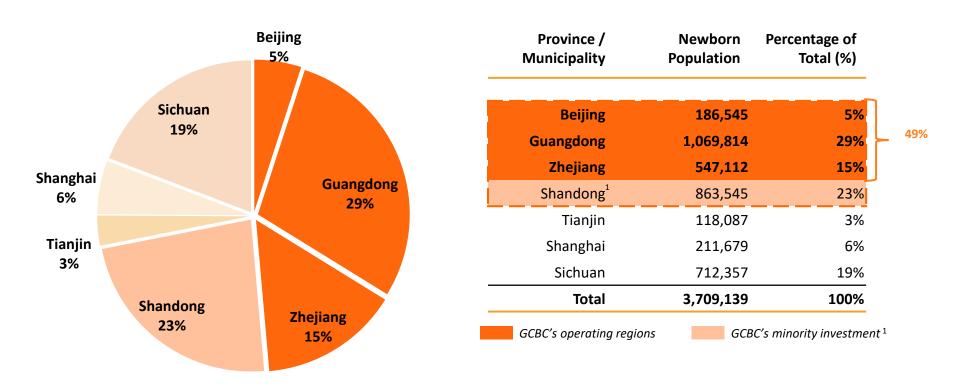






MARKET SHARE IN CHINA

Total Newborn Breakdown Among Authorized Regions in China



• GCBC covers 49% of the annual newborns in 7 authorized regions in China by end of December 2020

Source: China Statistical Yearbook 2021 (Data of 2020) Note

[.] GCBC holds 24% stake of Shandong cord blood bank

^{2.} China Statistical Yearbook 2021 with Company estimates

OPERATIONAL PROCEDURES

Cord Blood Collection

\$

Stem Cells Processing



Lab Testing & Validation



Stem Cells Storage







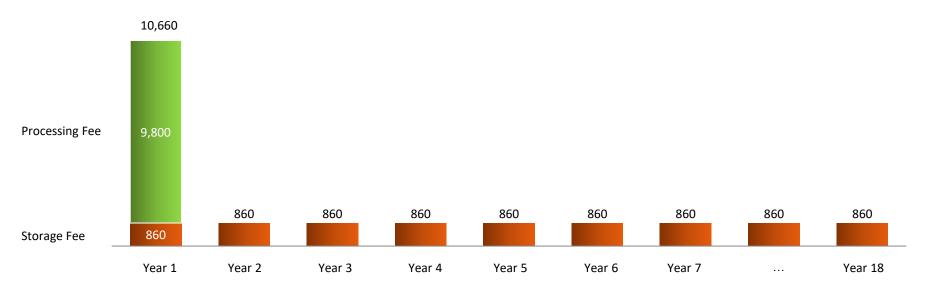


- Cord blood is collected by qualified physician in hospitals immediately after the baby is born
- Deliver to laboratories and store within 24 hours
- Remove red blood cells, platelets, and other components
- Determine cell recovery rate and amount of total nucleated cells (TNC)
- Test for bacteria and viruses
- Percentage of stem cells contained is determined
- HLA test is conducted to match up donors and recipients of transplant
- Extraction of other relevant information for client record

- Pre-storage programmed freezing to minus 90 degrees celsius
- Store the samples in tanks with liquefied nitrogen (minus 196 degrees celsius)
- Security system monitoring and tracking on a real time basis

REVENUE MODEL

- Revenue from subscription fees consist of two components:
 - Processing fee RMB9,800 (RMB6,800 before April 1, 2019)
 - 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 before VAT per subscriber is ~RMB25,280 (RMB9,800 + RMB860 x 18)

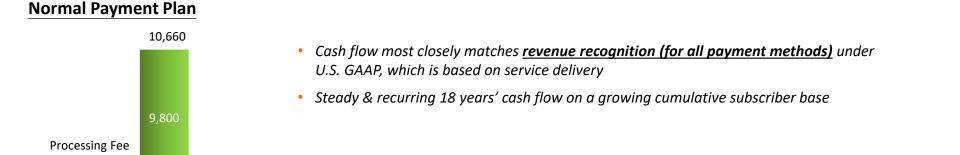


- 1. Customers have the right to terminate their subscription agreements with us prior to the end of the 18-year term, and the children have the option of continuing them beyond 18 years
- 2. All figures in RMB

SINGLE CUSTOMER CASH FLOW STREAM

860

Year 4



860

Year 5

860

Year 6

860

Year 7

860

860

Year 18

Upfront Payment Plan

Storage Fee

860

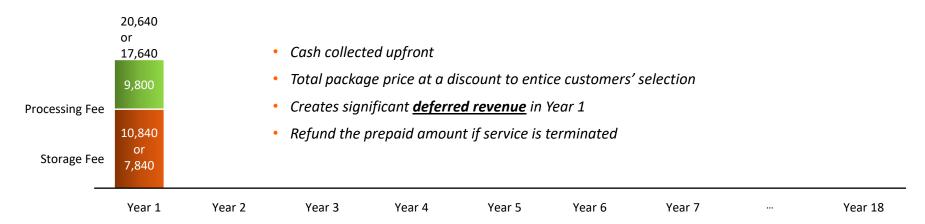
Year 1

860

Year 2

860

Year 3



Note: All figures in RMB

REVENUE MODEL – RECURRING REVENUE

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

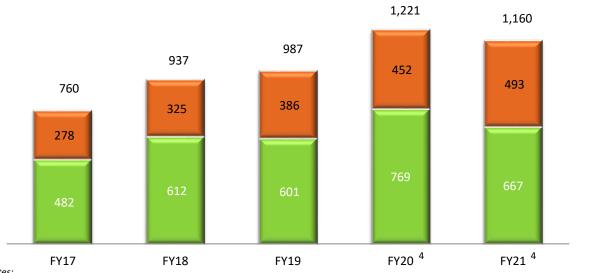


- Generation of substantial upfront cash flow
- Growth driven by increase in new subscriber numbers



- Annuity-like recurring storage fee
- Increasing storage fee revenues as subscriber base continues to grow
- Provide shock buffer during pandemic

Revenues Breakdown



Storage Fee Revenues CAGR: 15%

Processing Fee Revenues CAGR: 8%

- Fiscal year ended March 31
- 2. All figures in RMB million
- 3. 5-year CAGR between FY2017-FY2021
- 4. 4QFY20 and FY21 were impacted by COVID-19 pandemic

MARKETING MODEL

Advanced Channels

Prenatal Education

Media & Word of Mouth

Herd Behavior

- GCBC salesforce approaches potential clients at consultancy desks near Department of Obstetrics & Gynecology in hospitals
- Business Client
 Development Plan

- Organize prenatal class to educate potential clients on the clinical benefits of cord blood stem cells
- Employ multiple media platforms and promotion activities to reiterate the medical benefit of our services
- Large client base enhances the "word-ofmouth" effect



Initial Contacts

Follow-on Contacts







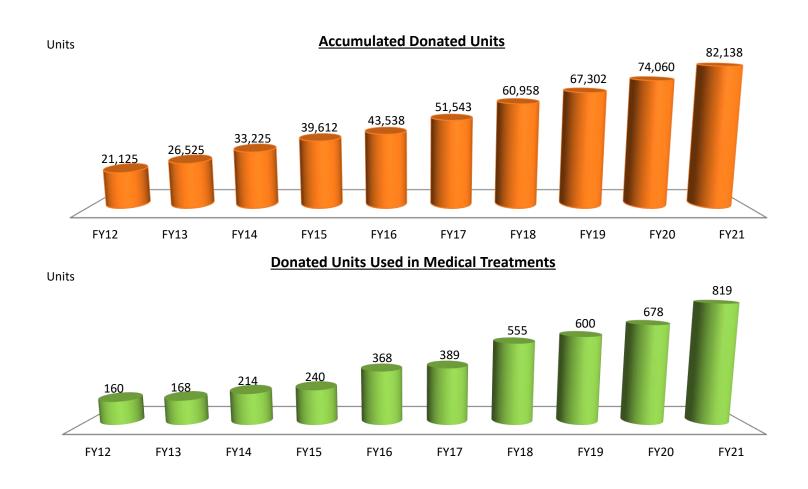
Peers' Influence

Successful Conversion

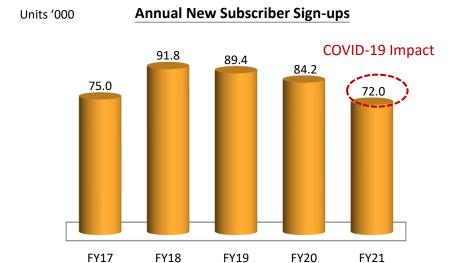


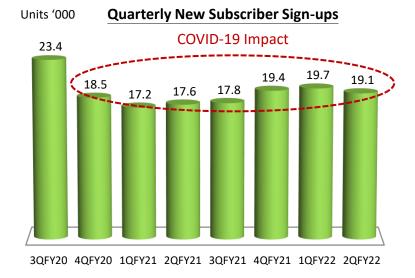
PUBLIC BANK OPERATION

 GCBC operates multiple public cord blood banks in China, and applies the highest operation standards to meet the embedded social responsibilities



SUBSCRIBER GROWTH AND SEASONALITY







- Chinese zodiac tend to distort the trend of annual new born, which in turn impact our annual new subscriber sign-ups. For example, Year of Dragon is a favorable year where as Year of Sheep is not.
- Unprecedented public health crisis such as COVID-19 pandemic impact new born number, our access to potential clients, consumer sentiment hence our new subscribers.

^{1.} During the three months and six months ended September 30, 2021, 19,066 and 38,739 new subscribers were recruited. During the three months and six months ended September 30, 2021, the Company determined that the recoverability of 1,169 and 2,084 private cord blood units was remote and therefore, the Company terminated their subscription services according to the subscription contracts. Out of these prior private cord blood units, 969 and 1,684 prior private cord blood units were 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 938,092 as of September 30, 2021

FINANCIAL HIGHLIGHT – 5 YEARS TRACK



^{1.} Fiscal year ended March 31

Notes:

FY17

FY18

FY19

FY17

FY18

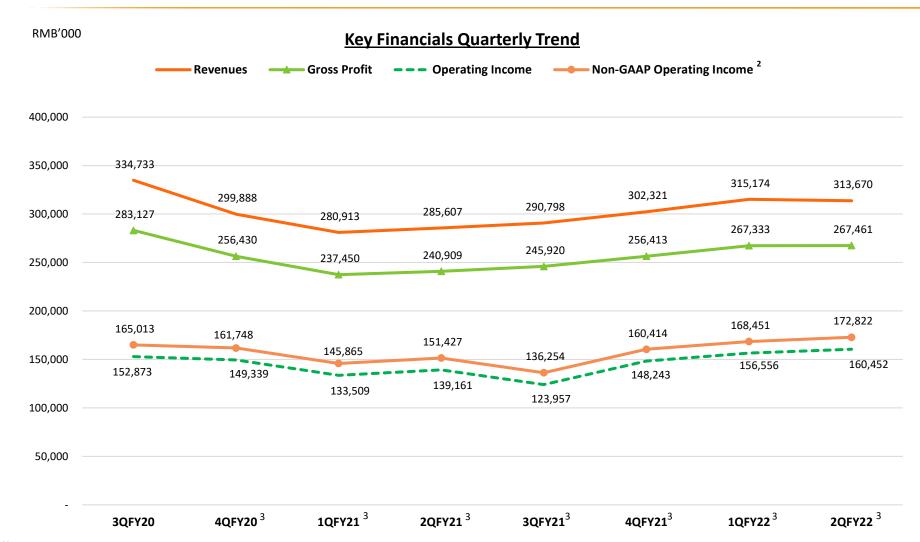
FY19

^{2.} Representing operating income before depreciation and amortization and share-based compensation expenses. In FY17, there were one-off other operating income and direct costs reduction (Total RMB43.1 mil).

^{3. 5-}Year CAGR between FY2017-FY2021

^{4. 4}QFY20 to FY21 were impacted by COVID-19 pandemic

FINANCIAL HIGHLIGHT – 2QFY22



- 1. Fiscal year ended March 31
- 2. Representing operating income before depreciation and amortization expenses
- 3. 4QFY20 to 2QFY22 results were impacted by COVID-19 pandemic

THANK YOU Q & A



APPENDIX – 1 INCOME STATEMENT SUMMARY (U.S. GAAP)

	Three months ended September 30,			Six months ended September 30,		
_	2020	2021	2021	2020	2021	2021
(In thousands)	RMB	RMB	US\$	RMB	RMB	US\$
Revenues	285,607	313,670	48,681	566,520	628,844	97,595
Gross profit	240,909	267,461	41,509	478,359	534,794	82,999
Sales and marketing	(54,124)	(56,924)	(8,834)	(109,184)	(116,327)	(18,054)
General and administrative	(42,671)	(44,512)	(6,908)	(87,207)	(90,788)	(14,090)
Operating income	139,161	160,452	24,902	272,670	317,008	49,199
Change in fair value of equity securities ¹	5,699	(12,616)	(1,958)	24,104	(7,015)	(1,089)
Dividend income	1,281	_	-	1,281	1,120	174
Net income attributable to the Company's shareholders	131,434	125,736	19,515	263,943	262,157	40,686
Depreciation and amortization	(12,266)	(12,370)	(1,920)	(24,622)	(24,265)	(3,765)

- 1. Change in fair value of equity securities is mainly attributable to the Company investments in Cordlife Group Limited
- 2. Only show key line items
- 3. Financials of Shandong cord blood bank and Cordlife Group Limited are not consolidated

APPENDIX – 1 SELECTED BALANCE SHEET ITEMS (U.S. GAAP)

	March 31, 2021	September 30	, 2021
(In thousands)	RMB	RMB	US\$
Cash and cash equivalents	6,075,798	6,390,632	991,812
Total current assets	6,298,141	6,648,463	1,031,827
Property, plant and equipment, net	498,656	484,434	75,183
Total assets	7,906,329	8,258,258	1,281,662
Current deferred revenue	449,359	451,022	69,998
Total current liabilities	626,469	650,778	100,999
Non-current deferred revenue	2,392,906	2,441,499	378,915
Total liabilities	3,517,878	3,604,854	559,465
Total shareholders' equity	4,381,858	4,641,840	720,402
Working capital ¹	5,671,672	5,997,685	930,828

^{1.} Current assets less current liabilities

^{2.} Only show key line items

^{3.} Fiscal year ended March 31

APPENDIX – 1 FINANCIAL HIGHLIGHT – 5 YEARS TRACK

In RMB '000 FY ended March	FY2017	FY2018	FY2019	FY2020 ³	FY2021 ³
Revenues	759,978	936,768	986,754	1,221,460	1,159,639
Revenues Growth %	14.6%	23.3%	5.3%	23.8%	-5.1%
Gross Profit	617,338	755,285	800,727	1,032,332	980,692
Gross Margin %	81.2%	80.6%	81.1%	84.5%	84.6%
Operating Income	264,865	279,863	381,657	559,033	544,870
Depreciation & Amortization Expenses	50,481	50,590	52,365	49,449	49,090
Share-based Compensation Expense	62,241	84,268	-	-	-
Non-GAAP Operating Income ¹	377,587	414,721	434,022	608,482	593,960
Non-GAAP Operating Income ¹ Margin %	49.7%	44.3%	44.0%	49.8%	51.2%
Net Income	128,689	240,879	295,201	477,728	516,205
Interest Expense ²	119,418	3,257	-	-	-
Net Income ex. CB Interests	246,629	244,136	295,201	477,728	516,205
Net Income ex. CB Interests Margin %	32.5%	26.1%	29.9%	39.1%	44.5%

- Representing operating income before depreciation and amortization and share-based compensation expenses. In FY17, there was one-off other operating income and direct costs reduction (Total RMB43.1 mil).
- 2. Including CB interests of RMB117.9 mil and RMB3.3 mil in the fiscal years ended March 31, 2017 and 2018 respectively.
- 3. 4QFY2020 to FY2021 were impacted by COVID-19 pandemic

APPENDIX – 1 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: Non-GAAP Operating Income 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) Non-GAAP Operating Income as Operating Income before Depreciation and Amortization and Share-based Compensation Expenses, (2) Non-GAAP Operating Income Margin as Non-GAAP Operating Income divided by Revenues, (3) Net Income ex. CB Interests as Net Income plus CB Interests. We use Non-GAAP Operating Income, Non-GAAP Operating Income 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 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) 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.

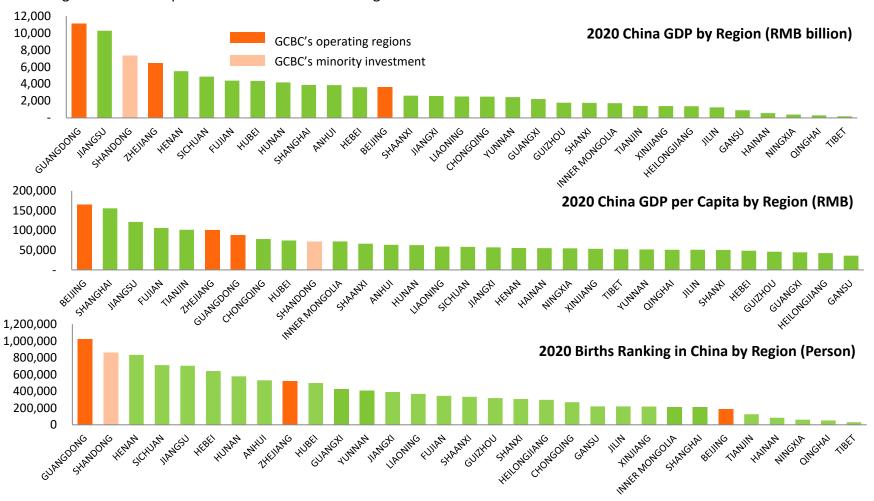
These non-GAAP financial measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. These non-GAAP financial measures have limitations as analytical tools, and when assessing our operating performance, investors should not consider them in isolation, or as a substitute 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, Non-GAAP Operating Income, Non-GAAP Operating Income Margin do not reflect any cash requirements for such replacements; and
- other companies may calculate Non-GAAP Operating Income, Non-GAAP Operating Income 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 Non-GAAP Operating Income, Non-GAAP Operating Income Margin, Net Income ex. CB Interests only as supplemental measures.

APPENDIX – 2 ECONOMICS OF GCBC'S LICENSED REGIONS

- GCBC 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



APPENDIX – 3 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 βo Thalassemia
- α-thalassemia major (hydrops fetalis)
- β-thalassemia major (Cooley's anemia)
- β-thalassemia intermedia
- E-βo thalassemia
- E-β+ 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
- · Mucolipidosis 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 Mucolipidosis, 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
- - Cerebral palsy

 - Pediatric stroke
 - Traumatic brain injury Liver disease
 - Spinal cord injury
- · Lung injury
- Stroke Parkinson's
- Alzheimer's
- Diabetic disease Amyotrophic Lateral Sclerosis (ALS)
- Acute Respiratory Distress Syndrome (ARDS)

- Heart repair
- Bone repair
- Wound healing
- Rheumatoid arthritis · Cataracts & Blindness

Source: Parent's Guide to Cord Blood Foundation



THANK YOU

