



MORE THAN A STEM CELL BANK

# Company Presentation

## H1 2025

June 2025



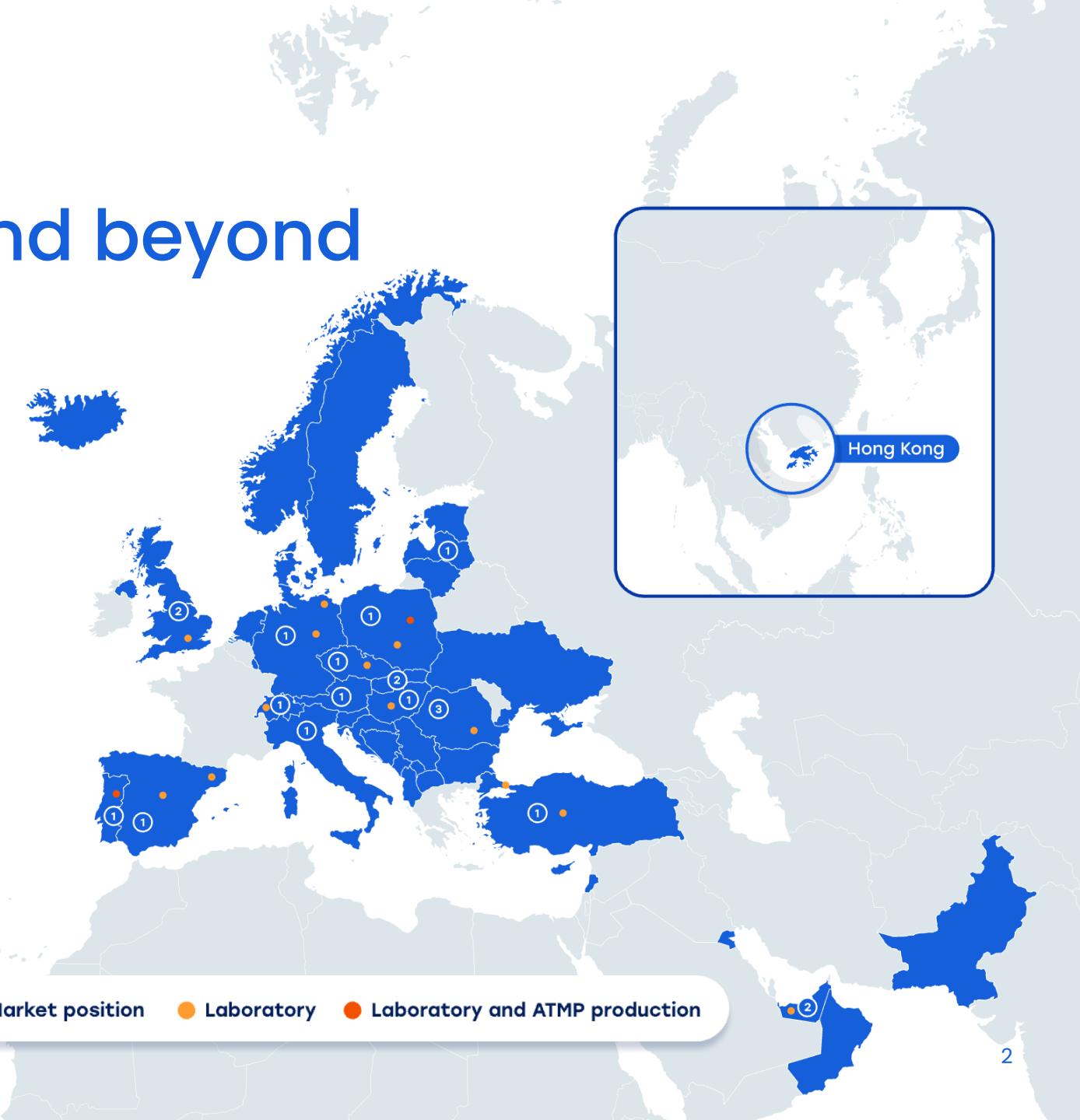
# FamiCord in Europe and beyond

Broad geographical coverage

- **No. 1 in European in Cell Banking**
- **No. 3 in the world**
- ~55% market share in Europe
- >1 million samples stored

- 13 processing labs
- 2 storage labs
- 2 CDMO centers



# Value Chain of our FAMILY BANKING SERVICE



1.

Information via doctors, midwives, health insurances or Internet



2.

Order via Internet, contract, medical history, shipping of collection kit



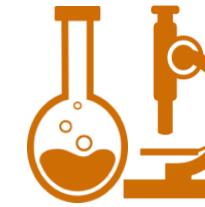
3.

Collection in partner hospitals and clinics



4.

Shipping to FamiCord within max. 72 hours



5.

Processing in the laboratory, analysis and preparation of storage



6.

Storage in controlled process at -180° C



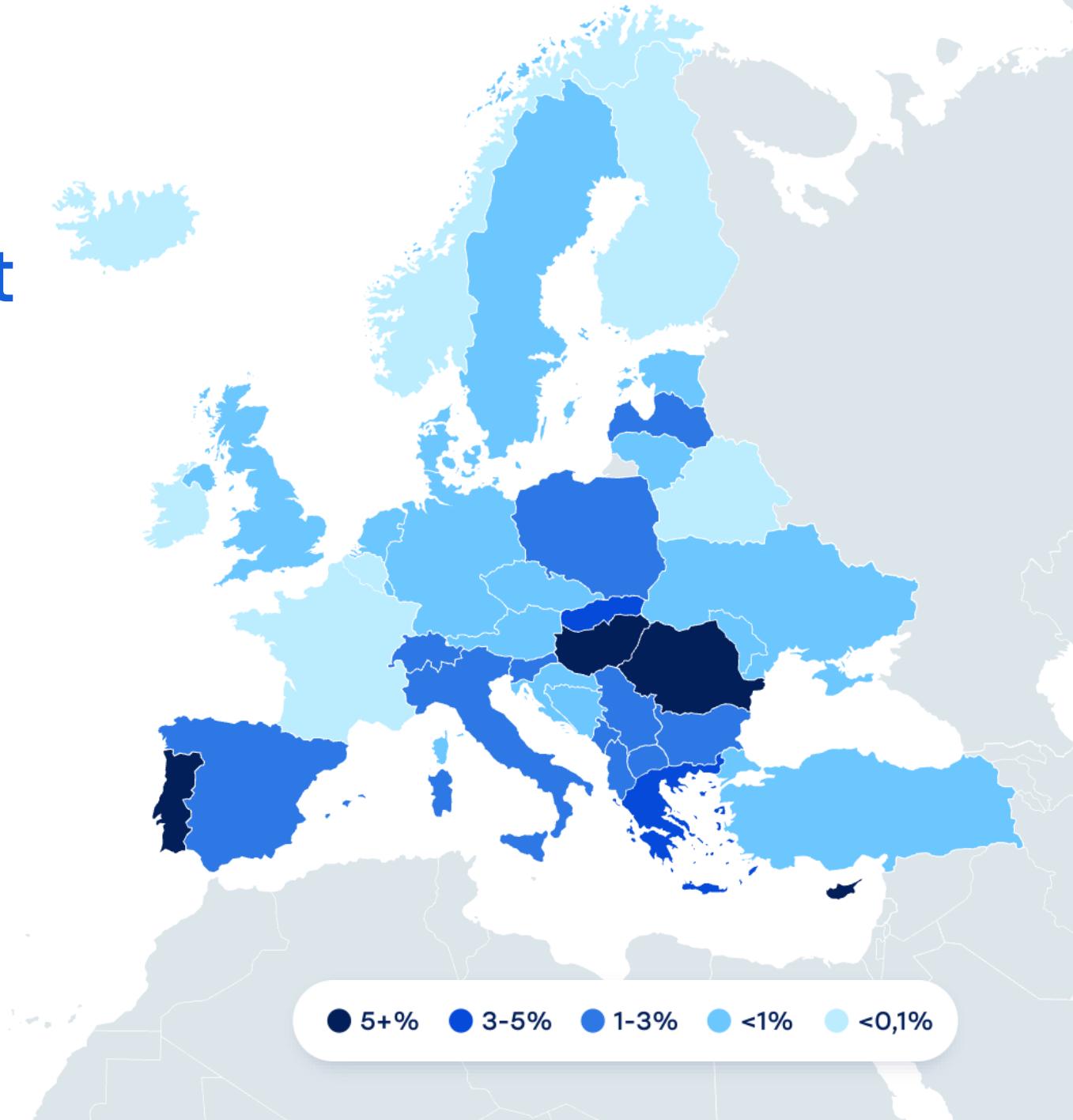
7.

Possible treatment based on relevant production licenses

# Family banking market

## Very mixed picture in market penetration

- European penetration is below 2%, with potential to grow at least to US levels (3-4%).
- Highest penetration in Europe continues to be in Portugal, Hungary and Romania.
- Spain should grow due to ruling of Supreme Court allowing collections for all Spanish citizens
- Upcoming SOHO EU directive expected to replace some current regulations – this may help to open new EU markets in mid-term



# Industry hit by three black swans

Major incidents weakened market sentiment and underlying growth drivers



## Insolvency of former market leader in 2019

- Trust in the industry severely damaged
- Long-term sample safety questioned
- Families feared sample loss
- Negative reputation for all stakeholders
- Rapid, multi-country insolvencies of subsidiaries
- Prosecutors got involved quickly
- Hospitals and doctors stopped cooperation
- Media backlash



## COVID 2020

- Off-line channels were hit
- Personal meetings with parents cancelled as well as lectures at birth schools
- USG-network where we collect leads was practically closed
- Partial rejection of cord blood samples



## Russian war in Ukraine 2022 limiting disposable income

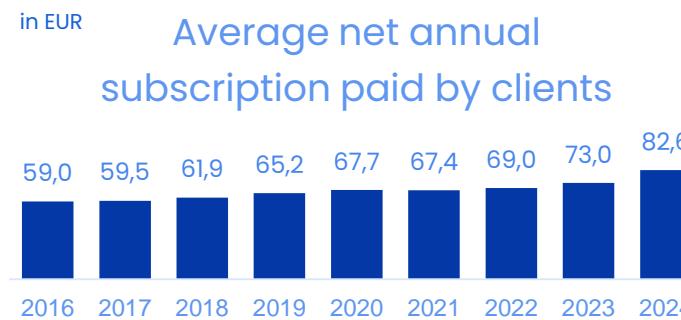
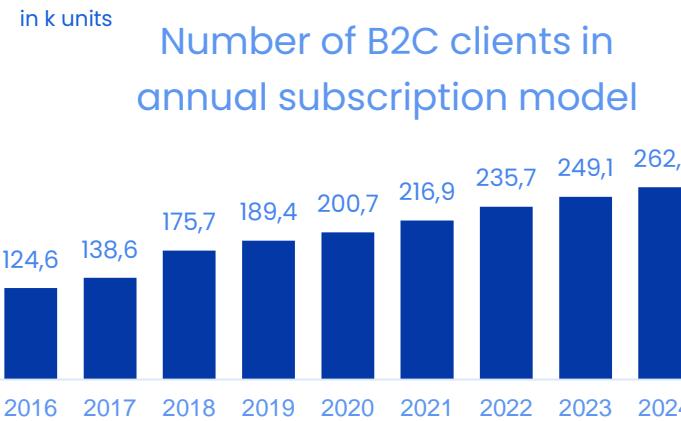
- Consumer sentiment severely hit
- Interest rate and energy price hikes
- Significant decline in desire to have children
- Declining birth rates as a result to economic uncertainty



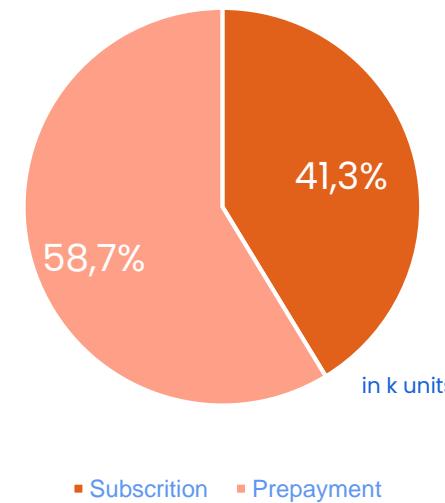
Effects of black swans will gradually vanish, but trend of decreasing birth rates likely to continue

# Subscription Revenues

Powerhouse of cash generation

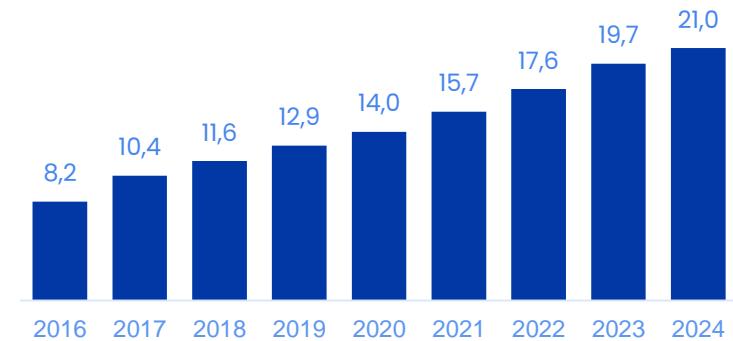


Subscription / Prepayment Client split in 2024



Invoiced net annual storage fee in the B2C segment

in mEUR



- ~EUR 21,0 m of annual recurring revenues from existing client base
- On top: some existing clients choosing option of prepayment on prolongation
- Growing ARPU
- <1% churn overall
- Less than 10% churn on contract renewal (2% for 5Y, 4% for 10Y)

# Cash revenues from clients' base

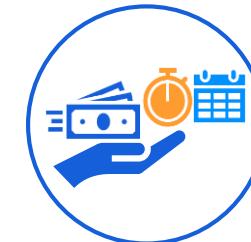
Gradual growth of revenue stream from already stored samples



Annually paying clients



Prolongations in prepayments



Existing clients buying extra services

Cash revenues from clients' base 2023–2027E (in EUR '000)

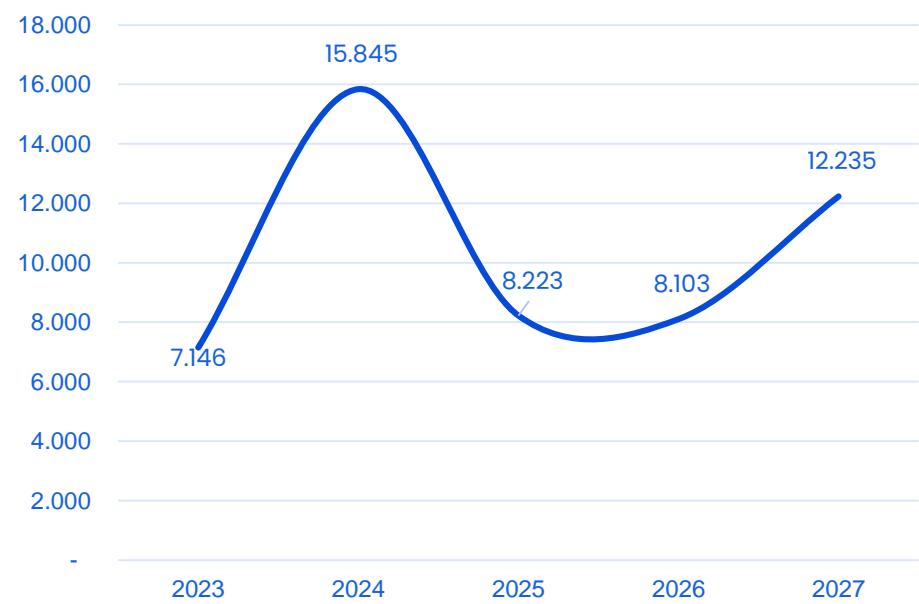


● Prepaid prolongations (incl. also shift from subscription to prepayment) and other services

● Typical recurrent stream: Invoiced net annual storage fee

Expiring existing prepayment contracts 2023–2027

Expiring existing prepayment contracts



# Roll-out of Placenta Banking

Placenta is broadly considered as a natural „source of life”

## MARKET EXPERIENCE

- Excellent experience from Swiss and GCC markets in terms of service acceptance
- Initial data from Poland, Romania and Italy very encouraging
- Further countries to launch service in next 2 years

## STAKEHOLDERS' ACCEPTANCE

- Increasingly more scientific data supporting use of placenta-derived cells
- Broader acceptance of the service by midwives, who sometimes were not in favor of cord blood banking mistakenly believing all possible blood should go to newborn
- Placenta Banking placenta seems to be considered more „natural” in public awareness than cord blood banking

## PRODUCT ROLL-OUT

- 2021 Switzerland
- 2023 GCC
- 2024 Poland, Romania
- Q1 2025 Italy
- 2025 Portugal (in preparation)
- 2026 Germany (in preparation)

**Market soundings point to 25-30% of our customers being interested in this service**



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# Commercial Update and Outlook



# H1 2025 – Group Financials & Highlights

10 consecutive quarters of growth put turnaround on solid base

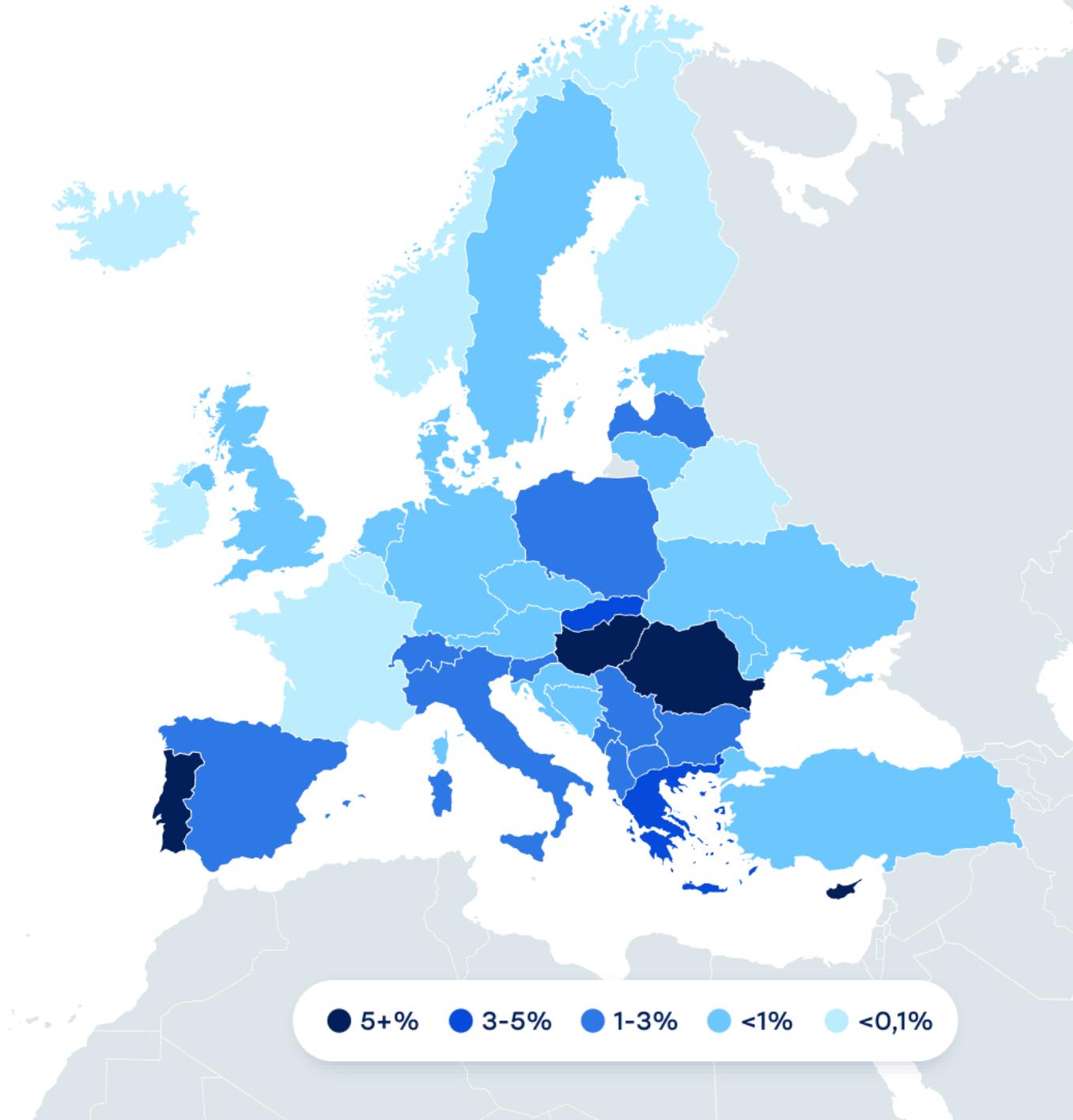
- Group revenue continues to increase despite challenging market
- Earnings quality substantially improved: EBITDA (cont. operations) almost doubled EBITDA margin double-digit again
- Strategic decision for stronger focus on core business:  
CAR-T activities retroactively deconsolidated as per 1 January 2025
- Increased stake in Slovakian and Czech subsidiaries from 26 to 95 percent, enabling full consolidation

| IFRS, in EUR '000                             | Q2     | Q2      | H1     | H1      | Δ      |
|---|--------|---------|--------|---------|--------|
|   | 2025   | 2024    | 2025   | 2024    |        |
| Group revenue                                 | 21.490 | 19.473  | 43.577 | 38.029  | 14,6%  |
| EBITDA (cont. operations)                     | 1.838  | 1.703   | 4.977  | 3.653   | 36,2%  |
| EBITDA margin [%]                             | 8,6    | 8,70    | 11,4   | 9,6     | 1,8 PP |
| EBIT  | - 245  | - 556   | 776    | - 817   | 194,9% |
| Result for the period (cont. operations)      | 802    | - 1.229 | 550    | - 1.443 | 138,1% |
| Result for the period (discont. operations)   | - 225  | - 516   | 633    | - 924   | 31,5%  |
| Operating cash flow                           |        |         | 248    | 4.315   | -94,3% |
| Cash & Cash equivalents                       |        |         | 10.783 | 16.823  | -35,9% |
| Net amount invoiced services (B2C, € million) |        |         | 37,4   | 35,9    | 4,2%   |
| thereof annually recurring payments           |        |         | 11,6   | 11,0    | 5,5%   |

# Regional development

Markets remain challenging...  
...but we seem to have found a remedy!

- Investments into Sales & Marketing continue to show effects
- Eastern Europe: continued positive demand
- Central Europe: mixed picture, but clearly stabilization continues, further deterioration stopped
- Southern Europe: development not satisfying yet, turning demand situation remains a key priority
- Overall strategy: introduce tailormade sales & marketing strategies into each market for target-oriented approach



# Outlook 2025 confirmed

## GROUP REVENUES

EUR 85 – 95 m

## GROUP EBITDA

EUR 8.7 – 10.3 m

- Continued improvement of revenue streams and improved earnings quality
- Situation in core markets continues to improve, focus on further strengthening
- Roll-out of Placenta Banking proceeds as expected, creating additional traction
- Continued firm grip on costs and realize potential savings
- Growing demand for contract renewals and higher-value product bundles expected to continue
- Investments in sales & marketing (Germany, Poland) continues to materialize



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Thank you!

