



# Annual General Meeting of Shareholders 11 June 2008

2007 Achievements  
and  
2008 plans

Rob Koremans - Chief Executive Officer  
Arnoud van Tulder - Chief Financial Officer

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# Our Strategy



- Our vision is to become recognised as the global centre of excellence in the storage of human stem cells and tissues for therapeutic applications.
- We will achieve this through pioneering the development and application of cryo-technology for regenerative medicine and by setting the gold standards in processing and storage technology.

# Our Strategy



- To become the global leader in stem cell processing and storage
  - Pursue organic growth in existing markets
  - Geographic growth into new markets
  - Development of new products and services
  - Acquisitions to further improve performance and accelerate growth.

# Organic Growth



- Current penetration 1% of life births vs. 3% in USA
- Greece can serve as inspiration of what can be achieved with 20% of children's stem cells being saved and stored at birth

# Organic Growth



- We have to drive the market growth and maintain leadership
  - Overcome resistance to private stem cell storage
  - Business / market intelligence to understand stakeholders & customers, motives, buying process, barriers and main drivers of success
  - Improved product offering, customer services and support
  - Optimal motivation, training and organisation of our people

# Geographic Growth



- We have great opportunities for geographic growth, but have to focus our resources
- In 2008, we will enter France and India
- We are evaluating Turkey, Brazil and Central Eastern Europe for 2009
- We will enhance our impact in UK and Scandinavia

# New Product Development



- With CryoCord we will improve our offer to store stem cells at birth
  - Haematopoietic and Mesenchymal Stem Cells
  - Much more stem cells stored
  - Safe & simple
  - First to offer this worldwide
  - Introduced in Spain, Belgium and The Netherlands

# New Product Development



- CryoLip will allow adults to have access to, and store, their own mesenchymal stem cells
- Safe procedure that can be fitted into daily routine of surgeon
- First to offer this storage worldwide
- Launch scheduled for 2 HY 2008

# Acquisitions



- To support our overall strategy of becoming the leading stem cell storage company in the world
- Focus on quality of organisation and staff
- Italy (30%), Germany (2x), Hungary, Czech Republic, South Africa (50%)

# Key issues for 2008



- Deliver on plan in samples stored, revenue and profit
- Launch CryoCord & Cryo-Lip
- Start operations in France and India
- Acquisitions to strengthen business or market position

## Financial performance 2007 and Q1 2008

# Highlights 2007



- Samples stored up 41% to 20,814
- Underlying revenue up 51% to €16.5m
- Underlying operating profit up 40% to €3.9m
- Acquisitions completed in Germany, Italy, Hungary, Czech Republic and South Africa
- Introduction closed bag storage system Q4 2007
- AIM listing 6 November 2007
- Building a new group structure to support growth

*Cryo-Save is the leading stem cell storage company in Europe and the fourth biggest in the world*

# Highlights Q1 2008



- 5,903 samples stored in Q1 2008
- 6,823 new clients purchased collection kits in Q1 2008
- Customer price increase on average of EUR 300
- First contract with UniCredit signed

*Cryo-Save is the leading stem cell storage company in Europe and the fourth biggest in the world*

# Group Financials 2007



## Summary Income Statement

Year end 31 Dec, €m	Reported 2007	Underlying 2007	Reported 2006	Change Und07-Rep06	Highlights 2007
<i>Samples stored</i>	20,814		14,715	41%	
Revenue	17.7	16.5	10.9	51%	Change def rev €0.7m, Dubai €0.5m
Cost of sales	6.4	6.4	3.9	61%	New closed bag storage system
Gross profit	11.3	10.1	7.0	46%	
<i>Gross margin</i>	64.1%	61.5%	63.8%		
Operating expenses	7.1	6.2	4.2	50%	Italy and Germany IPO expenses €852k
Operating profit	4.2	3.9	2.8	40%	

# Performance until Q1 2008



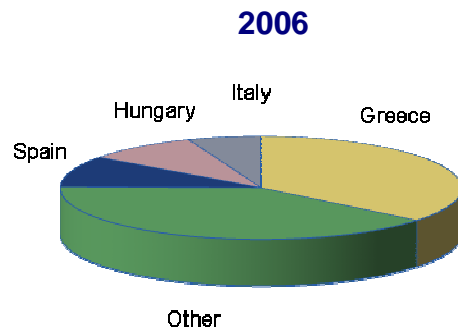
	Samples stored	New clients
Q1 2007	4,083	5,102
Q2 2007	4,865	5,859
Q3 2007	5,763	6,543
Q4 2007	6,103	6,533
<b>Q1 2008</b>	<b>5,903</b>	<b>6,823</b>

# Market Developments

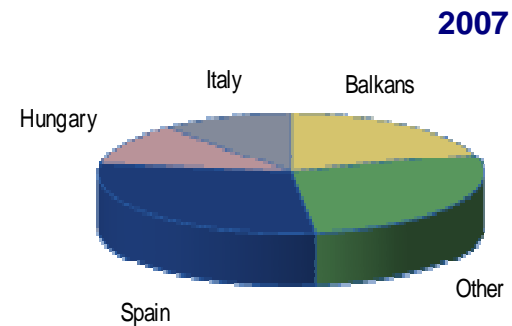
## Current markets

- Contribution to revenues are expected to broaden as other markets develop

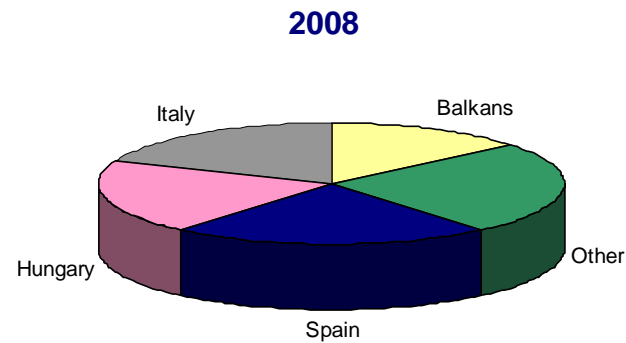
### Geographical breakdown of revenue



Balkans	39%
Other	34%
Spain	11%
Hungary	10%
Italy	6%



Balkans	20%
Other	28%
Spain	29%
Hungary	12%
Italy	11%





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[www.cryo-savegroup.com](http://www.cryo-savegroup.com)