

A close-up, high-angle photograph of a clear petri dish containing a liquid medium. A pipette is positioned above the dish, with a thin stream of liquid being dispensed into the center. The liquid surface is covered with numerous small, clear droplets. The background is dark and out of focus, suggesting a laboratory setting.

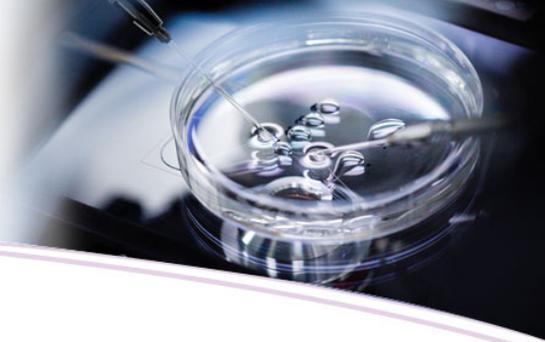
Virtus Health (ASX.VRT)

Select Equities
Medical Device, Healthcare & Technology
Investor Conference

Sue Channon
2 May 2016



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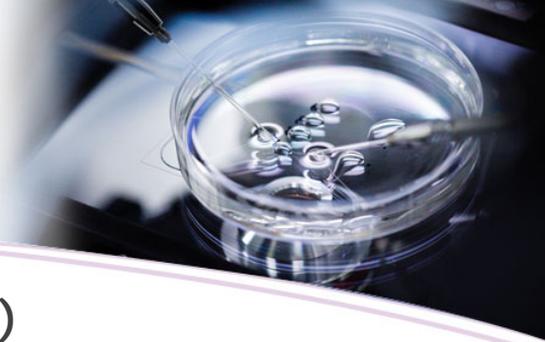
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1 child in every
classroom...

Overview of Virtus Health



A world leader in Assisted Reproductive Services (ARS)

Market leader and largest provider of ARS in Australia and Ireland with a growing Asian presence in Singapore

One of the largest ARS practices globally

- First publically listed fertility business
- Continued growth via international acquisition and greenfield development 17,064 cycles globally in FY'15



Reputation for clinical and scientific excellence

- 114 fertility specialists and over 1100 professional staff
- Investment in clinical and scientific research and new technologies delivers improved patient outcomes and growth
- Early adopter of new technologies driving growth

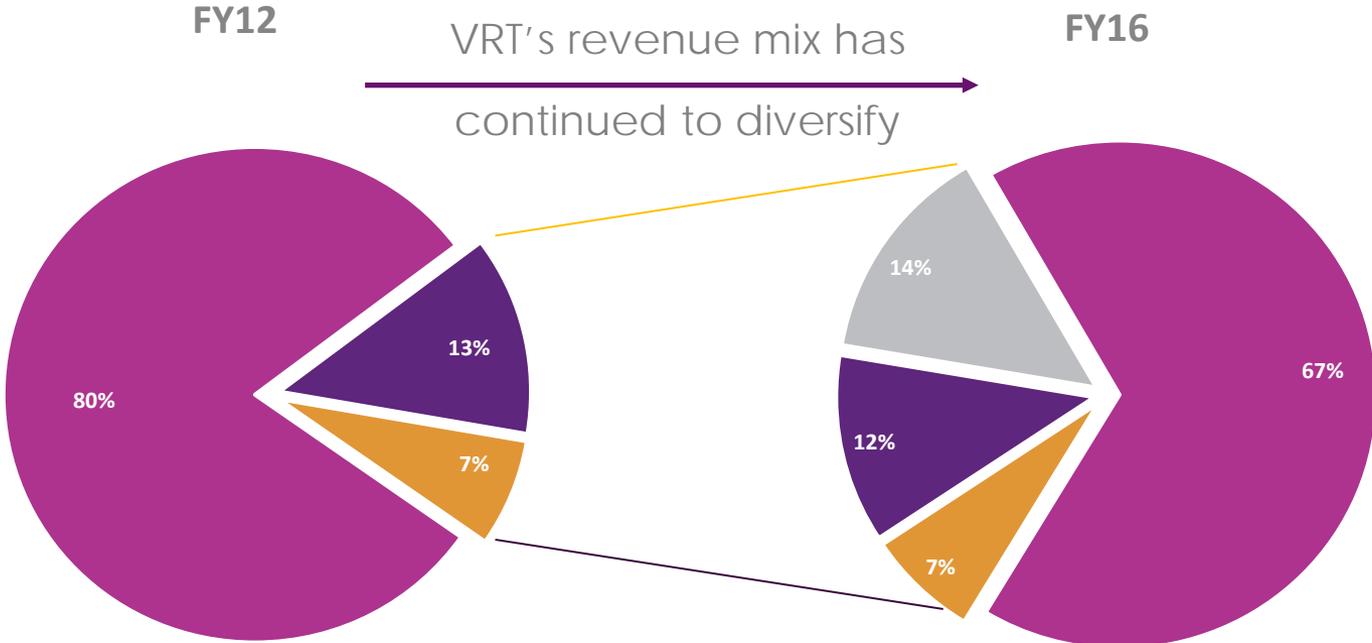
Distinctive, diversified and vertically integrated model with multiple sources of revenue

- ARS, Day Hospitals and Specialised Diagnostics

Diversified Revenue Mix



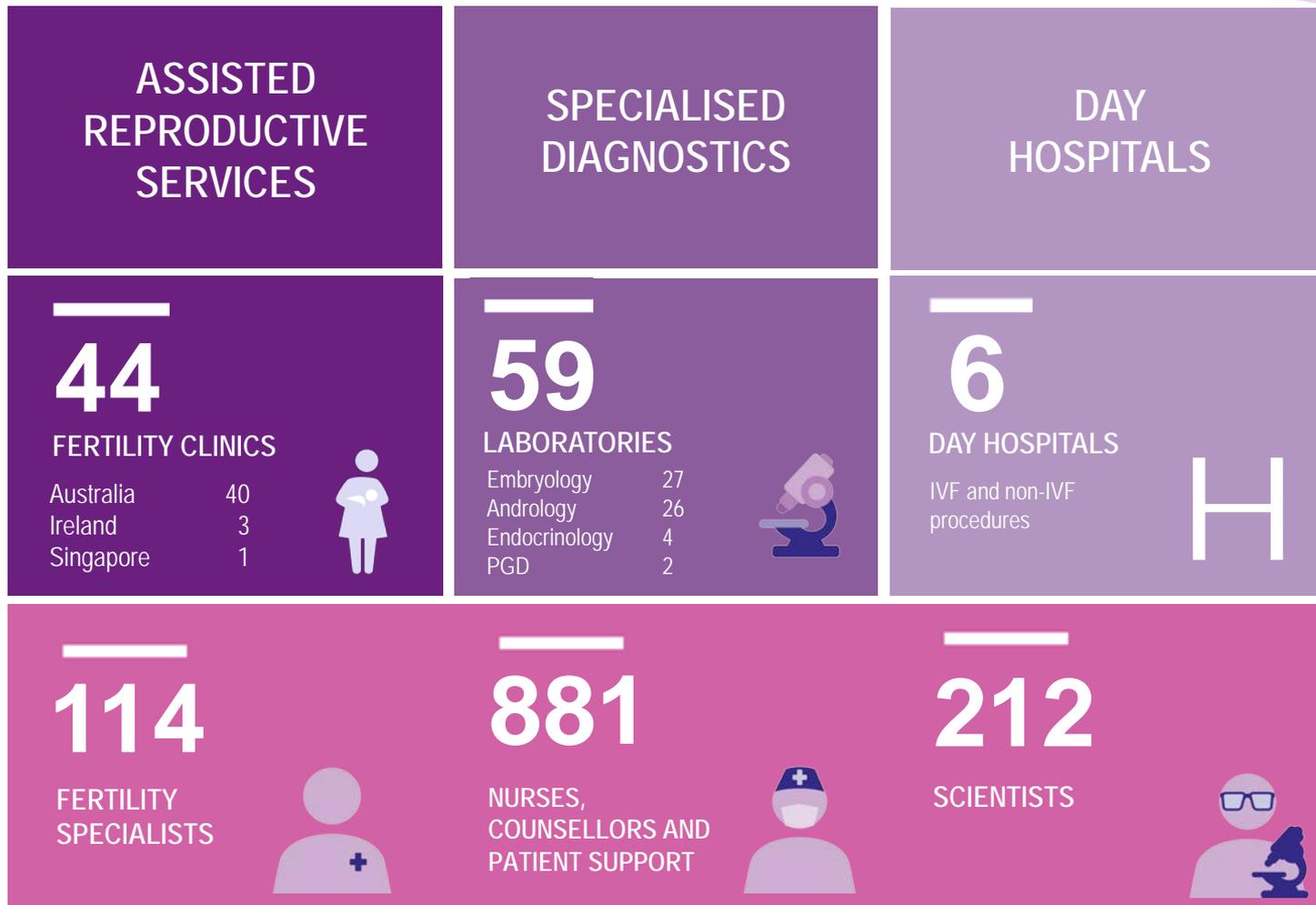
Multiple Sources of Revenue



- ARS Australia
- Specialised Diagnostics Australia
- Day Hospitals Australia
- International



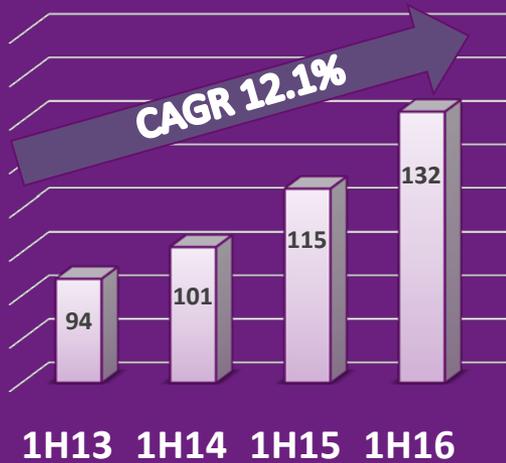
Overview of Virtus' patient services



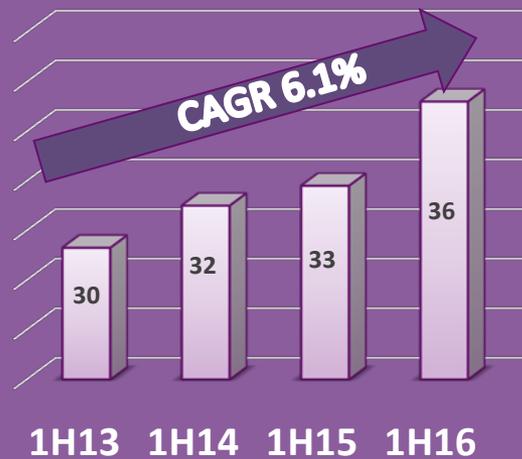
Financial Track record



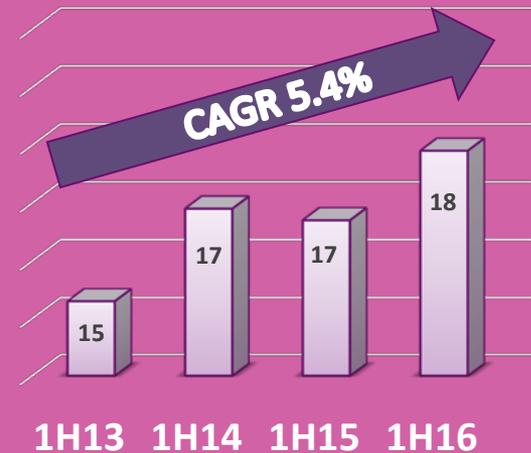
REVENUE



EBITDA



NPAT



Leading minds, leading science



Focus on clinical and scientific-led innovation and patient outcomes drives long term growth

- Industry leader in ARS clinical and scientific practice for over 30 years
- Recognised brands regarded for quality and service
- Track record of attracting and retaining high quality doctors, specialist staff - increasing number of patients
- Technology of advanced sciences, specialised diagnostics and innovation delivers improved patient outcomes & revenue growth
- Experienced clinical and management team with ability to drive practice growth and add value



Factors driving growth in ARS



Demographic & Social Trends

- Growing female populations and rising maternal age
- Rising incidence of conditions impacting fertility e.g. chlamydia and obesity
- Greater awareness and acceptance of ARS
- Same sex & single women

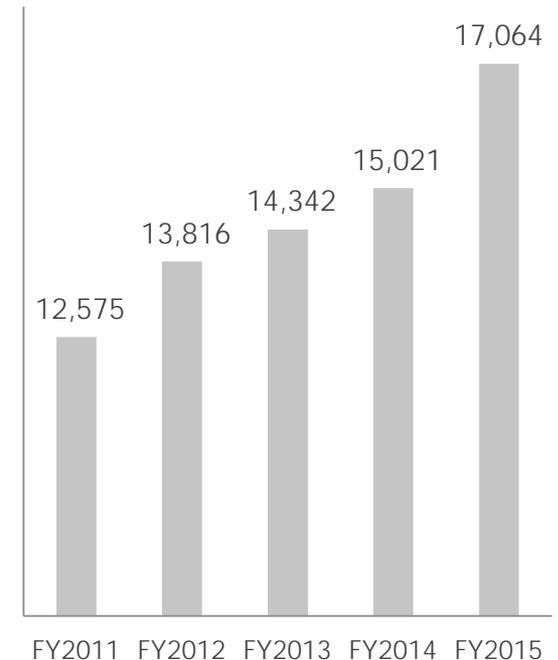
Evolution of Clinical Practice & Service Delivery

- Virtus experience supporting delivery of clinical practice to achieve deeper market penetration – eg two brands

MOST SIGNIFICANT : Advancements in Technology

- Improved understanding of genetics in reproductive health
- Specialised diagnostics & scientific advancements improving success rates & opening ARS to new customer segments

Total Virtus IVF Cycles



Women drive entry to fertility journey



Trying to conceive is a very emotional personal journey

Influencers

Medical Referral

GP, O&G new referral networks

Word of Mouth

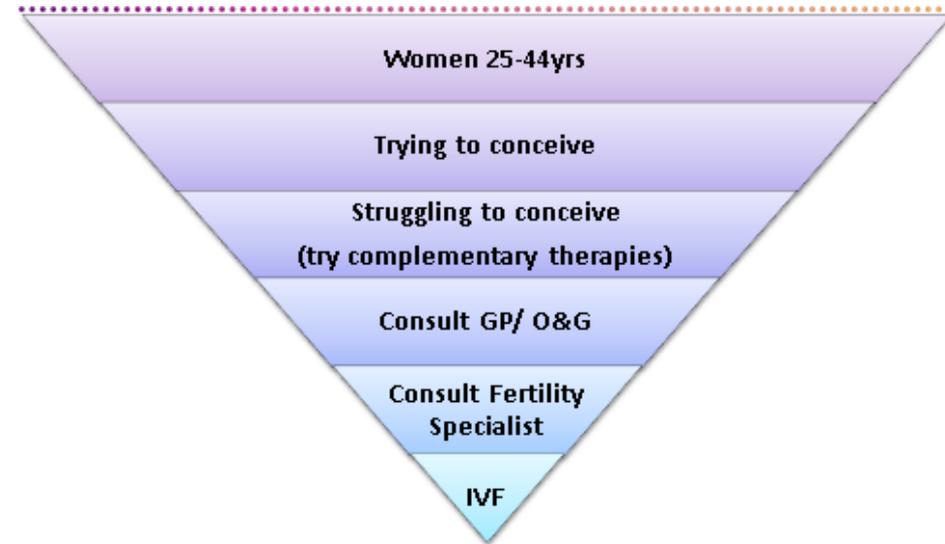
Family & friends

Self referral

Power of digital 'social' age



Fertility Journey



First mover in technology adoption



Specialised diagnostics & scientific advancements improving success rates & delivering ARS to new patient segments

- New operating division Virtus Diagnostics established in FY15
- Offering spans entire spectrum of reproductive health (pre-pregnancy to pre-natal screening)
- Virtus a first mover in adopting new gene based technologies
 - Virtus delivers Australia's first babies using karyomapping in 2015
 - Introduction of fertility panel and preconception gene screening





Strategy and Outlook



Virtus Health Strategy



Purpose	To help women and men achieve their aspirations to create a family
Ambition	To be a leading international provider of ARS based on; <ul style="list-style-type: none">• Clinical & scientific effectiveness• Breadth of capability across ARS value chain• Market leadership in chosen geographies & market segments• Our patients being at the centre of everything we do
Growth Strategy	Distinctive, diversified and vertically integrated model with multiple sources of revenue <ul style="list-style-type: none">• Assisted Reproductive Services (Domestic & International)<ul style="list-style-type: none">- Market penetration by acquisition, greenfield & organic growth- Research driven service development• Day Hospitals (Domestic)<ul style="list-style-type: none">- Optimise utilisation & efficiency; opportunistic domestic acquisition• Diagnostics (Domestic)<ul style="list-style-type: none">- Leverage fertility, genetic & general pathology & imaging services



Thank you

