

UBS EMERGING COMPANY CONFERENCE

Leading through lockdown

21 May 2020

PIVOTING, PLANNING AND
PERSEVERING THROUGH COVID-19

A global leader in Assisted Reproductive Services



119

Fertility Specialists



247

Scientists



1,005

Nurses,
counsellors,
patient support &
operational staff



43

Fertility clinics



56

Laboratories



7

Day Hospitals



7

Diagnostics labs



5

Countries



>37,000

Fertility patients annually



>32,000

Hospital patients annually



>1 million

Diagnostics tests annually

60 days in office

Kate Munnings, Group CEO

A high performing unit.

- Strong market fundamentals
- Operational excellence across multiple geographies & regulatory environments
- Clear purpose and values
- Research and innovation
- Optimised cost reduction strategies
- Provider of scale with the largest market share in Australia, Ireland and Denmark
- Net Promoter Score 57+

- Commitment to quality and scientific rigor
- Strong government relations
- Access to significant set of genotype and phenotype data
- Greater flexibility of service location (more home/platform based services)

Harnessing talent.

- The world's best embryologists
- The highest calibre of specialists
- Strong operational talent
- Collaboration among local units

Operational status

SINGAPORE:

- Operations continued, slowdown of operations due to second wave
- Restarted 18 May 2020
- May activity impacted

EUROPE:

- Denmark and Ireland have resumed IVF operations
- UK preparing to reopen

AUSTRALIA:

Fertility.

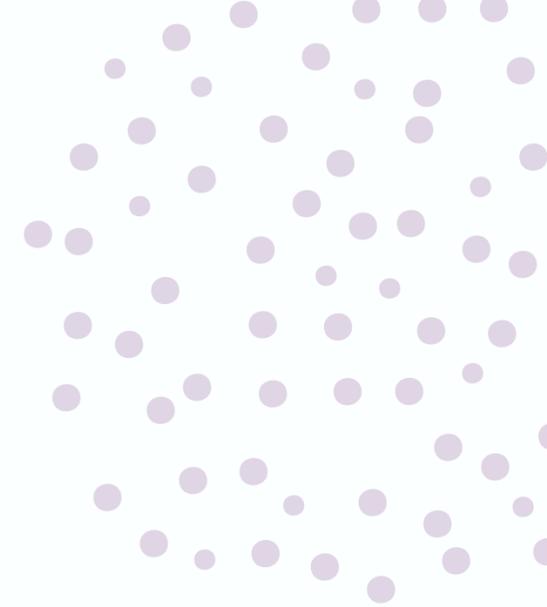
- Fertility clinics resumed IVF from 27 April
- Increased infection control to protect patients and staff
- Leveraging telehealth

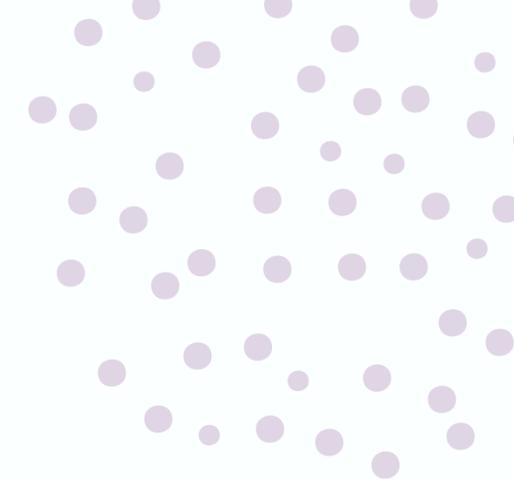
Day hospitals.

- Resumed ARS and non-IVF elective surgery, increased safety protocols
- Ready to assist health response to COVID-19, but not a party to State Government viability contracts

Diagnostics.

- Increased staffing as ARS operations return to normal levels and demand for non-IVF diagnostic testing rises.

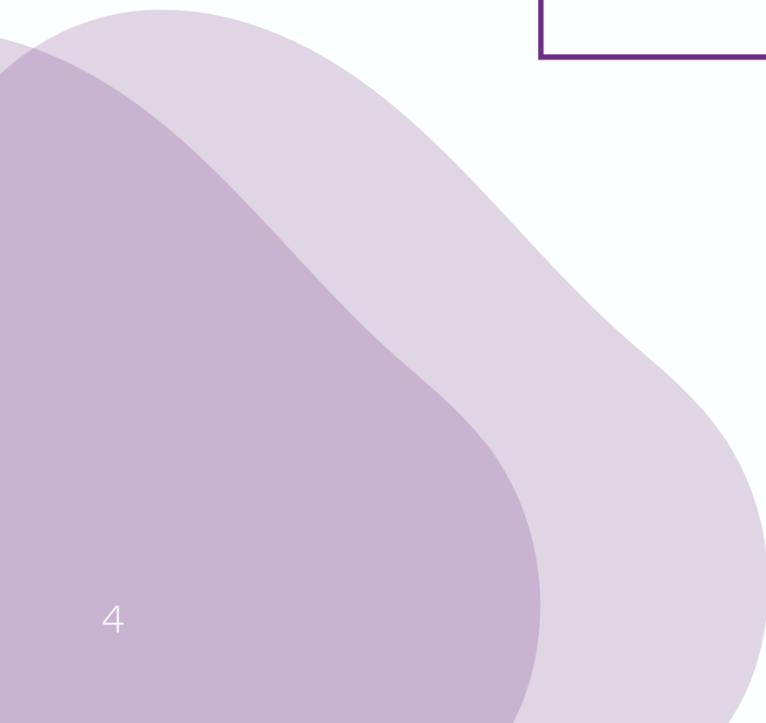




Financial position

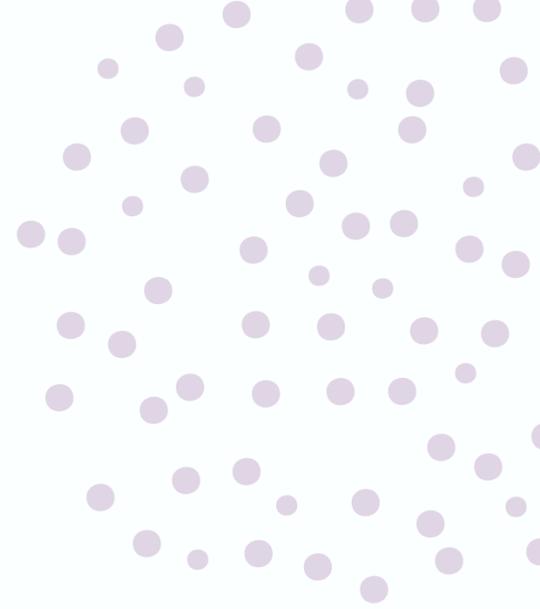
NO SHORT-TERM CAPITAL RAISING

Banking partners agree to relevant normalisations to covenant calculations for reporting periods up to 31 December 2020



Strength of balance sheet and cash flows

As at 30 April 2020



\$25M

Cash balances

\$84.8M

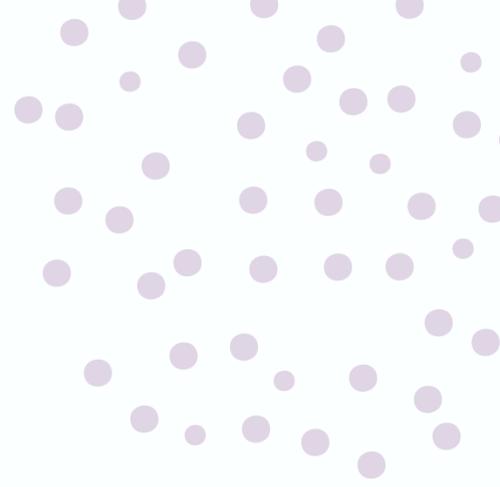
Available debt
facilities

\$173M

Borrowings

\$5.2M

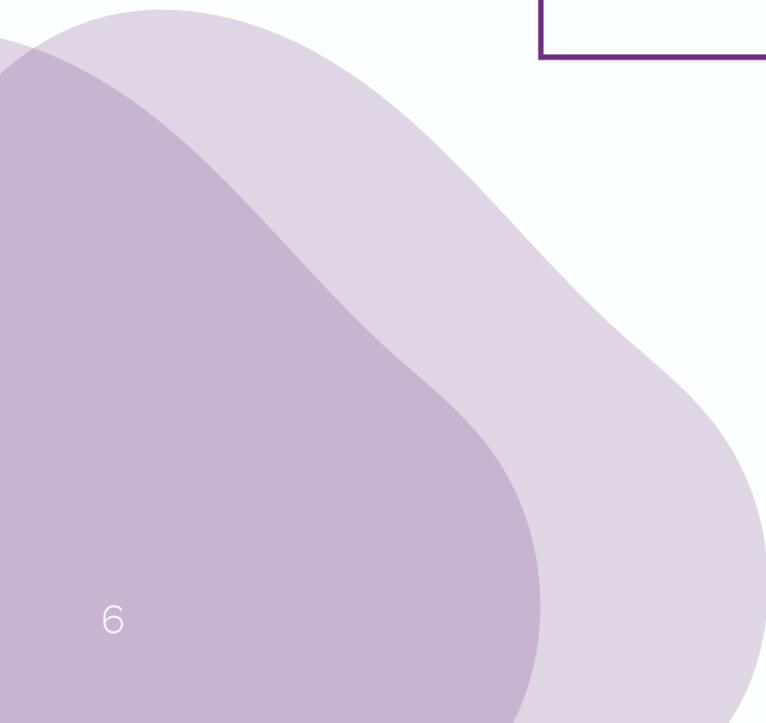
Guarantees

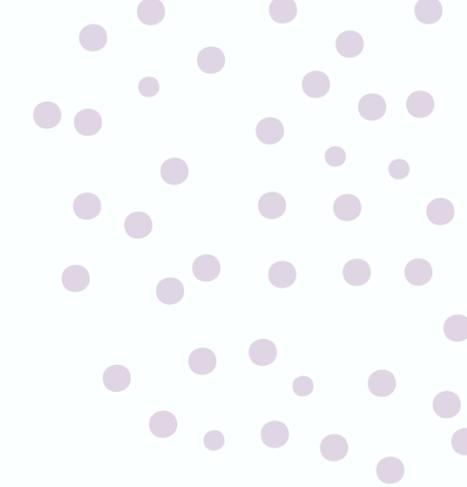


Looking forward

INVESTING IN INNOVATION & PERFORMANCE

A plan for growing our market leadership post-COVID.





Pioneering AI in IVF

Published 15 May 2020 across Fairfax publications: The Sydney Morning Herald, The Age and The Brisbane Times

EXCLUSIVE NATIONAL IVF

Huge trial under way for 'very promising' AI tool to boost IVF success

“ Australian fertility experts are now testing the technique , which uses artificial intelligence to improve the odds of a successful pregnancy, in the largest trial of its kind in the world.

As part of the international study, led by national fertility provider Virtus Health, 1,000 patients will be recruited at five IVF clinics across Australia, alongside sites in Ireland and Denmark.

What the AI tool can do is analyse all the embryos. The embryo with the highest score can then be selected for transfer by the embryologist with the aim of accelerating the chance to a successful pregnancy.

”





Future roadmap

Investing in people and culture
Leaders in innovation and translational research
Optimising data and technology

