

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.

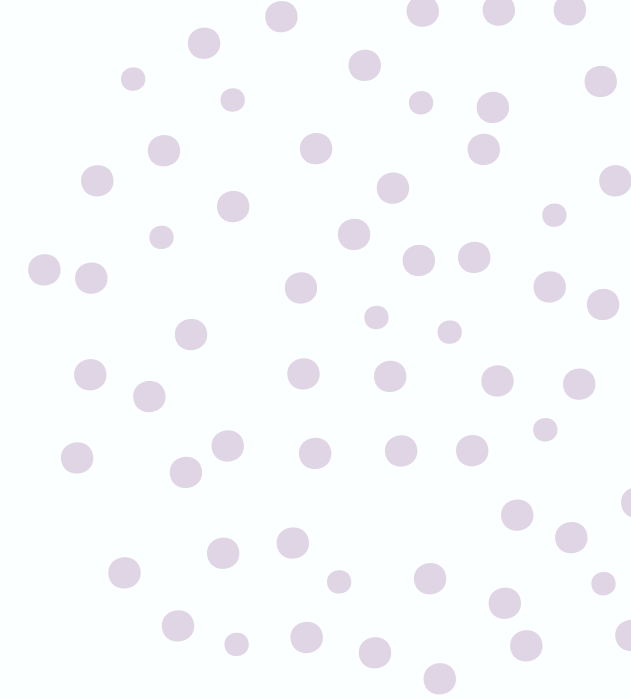
- Fertility clinics resumed IVF from 27 April
- Increased infection control to protect patients and staff
- Leveraging telehealth

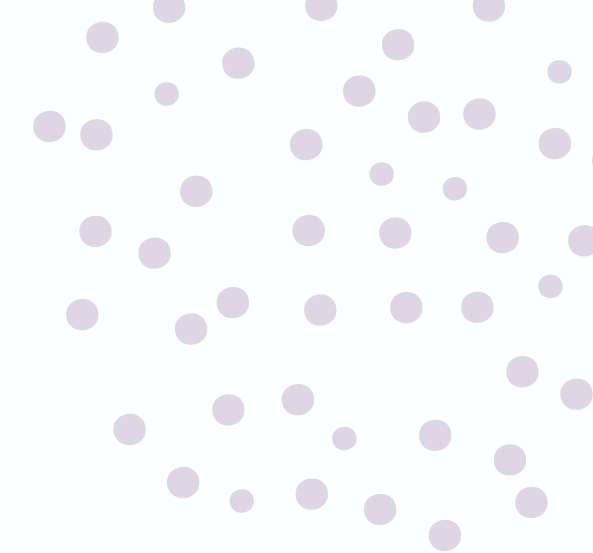
### Day hospitals.

- 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.

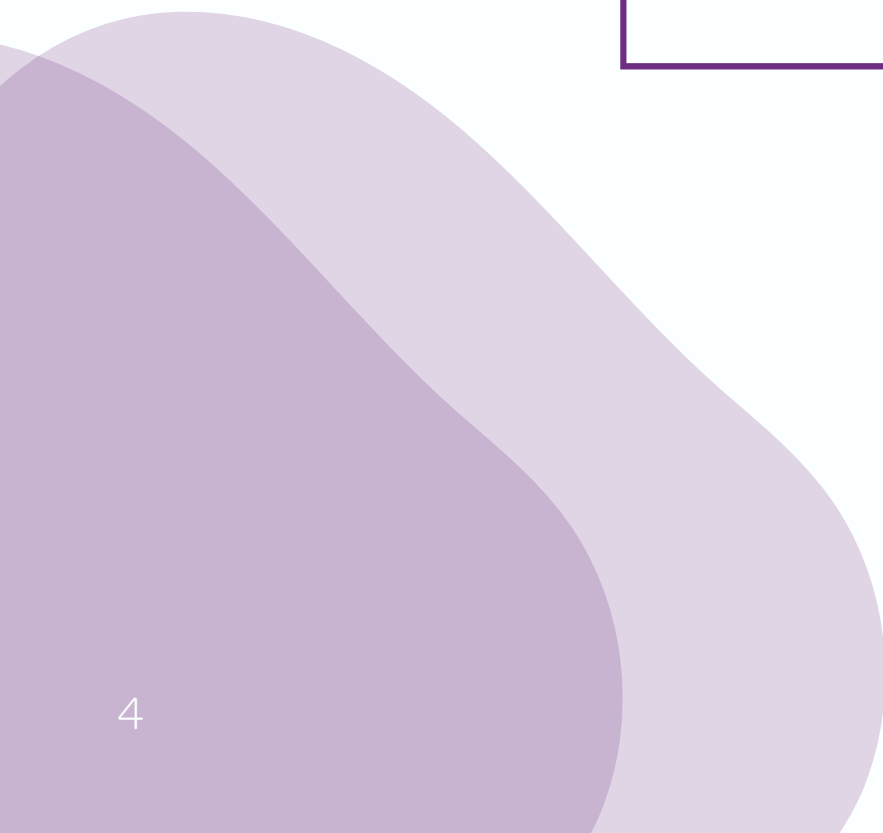




# Financial position

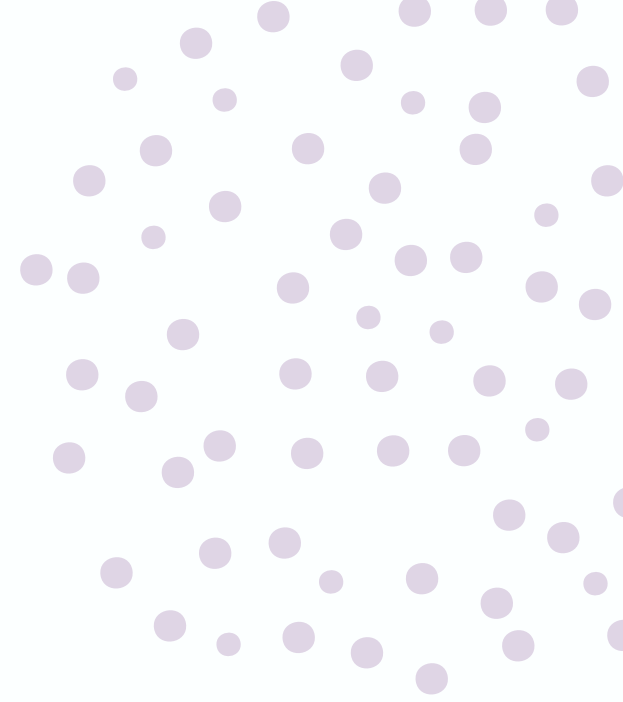
## NO SHORT-TERM CAPITAL RAISING

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**

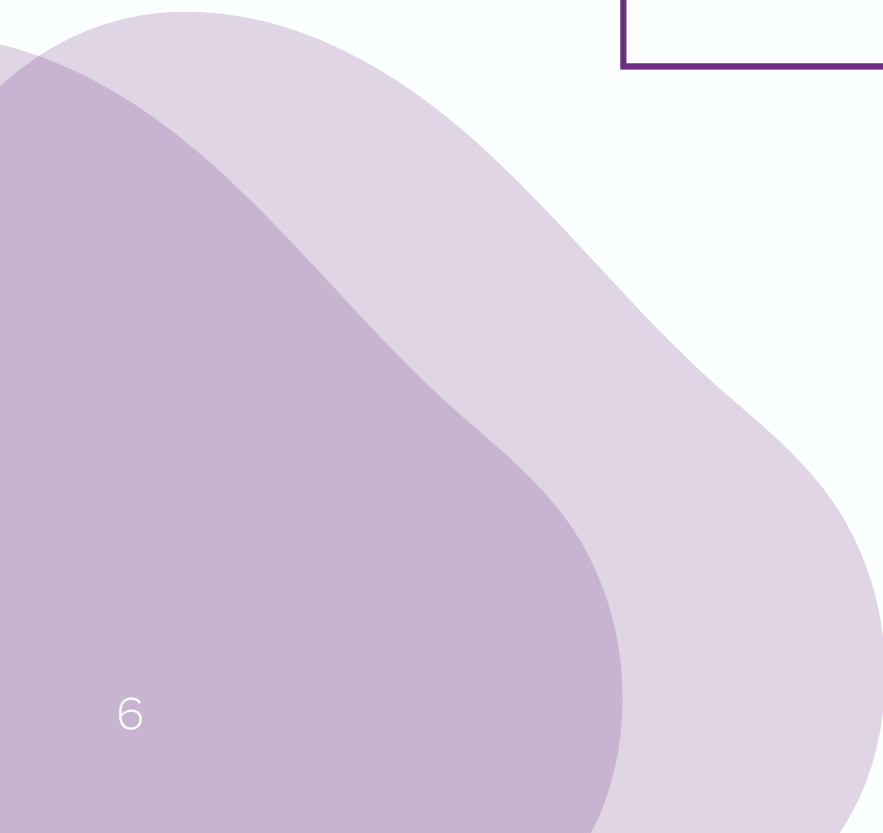
Guarantees

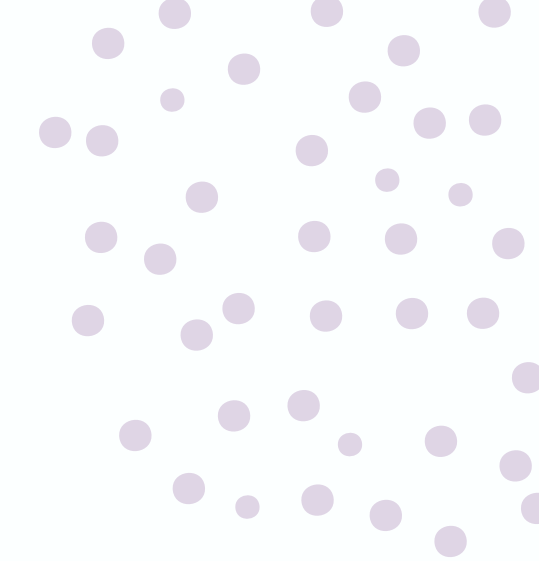


# Looking forward

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

## DURING COVID

Opex management  
Patient engagement  
Process harmonisation

## POST COVID

Invest in capability  
Business development  
Health partnerships

## POSITION FOR GROWTH

One Lab and One Clinic  
AI and technology  
Growth opportunities