

## ASX ANNOUNCEMENT

13 May 2022

VIRTUS HEALTH LIMITED (ASX: VRT)

### FY22 April Year to Date Trading Update

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Virtus Health Limited (ACN 129 643 492) (**Virtus**) provided a Q3FY22 trading update in conjunction with the current acquisition process underway (Acquisition Process). This update was included in the CapVest Scheme explanatory statement (Transaction Booklet) and the Virtus target statement issued in response to the BGH takeover offer (Target Statement).

Virtus is providing a further trading update for the performance of the first ten months to 30 April 2022 of the FY22 financial year.

Virtus believes underlying demand drivers for assisted reproductive services continue to support the growth in the sector. However, a number of challenging market factors have been experienced throughout FY22 and despite the resilience of demand (which continues to be higher than pre-pandemic levels), Virtus does not expect to financially offset the impact of the disruption in the FY22 financial year.

Virtus Health's CEO Kate Munnings said: "The team at Virtus, including fertility specialists, scientists, clinical and administration staff, have worked incredibly hard over the past 10 months to help people become parents during challenging market conditions. Despite the additional pressure of the Acquisition Process, our strategic initiatives, including our Precision Fertility™ Digital Platform have progressed well during FY22 and they will lay the foundation for scalable growth of Virtus Health."

The following outlines the Virtus Group's performance for the ten months to 30 April 2022 on an unaudited basis (as compared with the prior corresponding period):

- Fresh cycle growth -3.9%
- Revenue growth -1.6%
- EBITDA (pre-AASB16 and before Non-Trading Expenses) -29.6%

As seasonality typically sees May and June contribute more strongly to profitability, the 10 months to 30 April does not necessarily represent the profile for the full year earnings.

## Australian Market Share

Despite the challenging market factors, the latest available Medicare data for Australia indicates that for the 9 months to 31 March 2022 Virtus has performed slightly more IVF fresh cycles in relative growth terms than the market (QLD, NSW, ACT, VIC, TAS). This indicates that Virtus saw modest market share gain during this period.

## Contributing factors

There have been several market factors that have impacted year to date performance. While these factors impact all assisted reproductive technology (ART) operators, the degree of impact is dependent on the operator's business mix and geographical composition. In the case of Virtus' business mix and market composition these factors in H2 have been:

- COVID-19 Omicron's infectiousness led to an impact on patients with deferred or cancelled cycles (with medical advice to defer treatment 4 to 8 weeks), as well as an impact operationally with staff shortages, increased staffing costs related to leave, and temporary clinic closures. COVID 19 continues to evolve and present challenges.
- Flooding in Queensland and northern New South Wales resulted in patients and staff being unable to attend Virtus clinics for treatments at various stages. This has now largely resolved.
- The opening of Virtus's new Nepean clinic was delayed. This new clinic was expected to open in October 2021, however COVID-19 related construction delays resulted in this clinic not opening until May 2022. The clinic has now opened, and a backlog of patients are being treated.
- Virtus Ireland's Egg Donation Program was suspended due to COVID-19 restrictions, resulting in the need for an alternative provider to be sourced. Regulators in the UK and Ireland were expected to provide approvals for the new provider in December 2021, however these approvals were not received until April 2022. This program has now recommenced, and patients are being treated.
- The rise in demand from patients for genetic testing as part of their fertility journey has seen capacity limitations experienced in Virtus Diagnostics karyotype testing with consequent delays in some patients commencing an IVF cycle. Work is underway to increase capacity with genetic testing capability being a strategic priority and strength for Virtus.

In addition to the above factors, there has also been the added distraction for staff and fertility specialists as a result of the ongoing contested Acquisition Process for control of Virtus Health since December 2021.

## **FY22 Outlook**

The risk of further COVID-19 related, or other market disruption remains present in Q4FY22 with greater month to month variance being seen than what has been experienced over the past two years. Initiatives are being implemented to mitigate and manage this increased month to month variance, while continuing to provide the best care to Virtus patients.

This announcement is authorised by the Virtus Board.

**-ENDS-**

## **Further information:**

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**Virtus Health Limited** (ASX:VRT) brings together leading clinicians, scientists, researchers and support staff to provide the very best in fertility care and related specialised diagnostic and day hospital services. We have developed one of the most successful ARS collaborations in the world. With 126 of the world's leading fertility specialists supported by over 1300 professional staff, we are the largest network and provider of fertility services in Australia, Ireland and Denmark, Singapore and UK.