



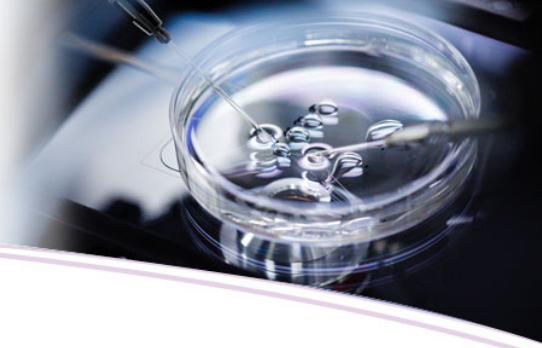
# Virtus Health (ASX.VRT)

Select Equities  
Medical Device, Healthcare & Technology  
Investor Conference

Sue Channon  
2 May 2016



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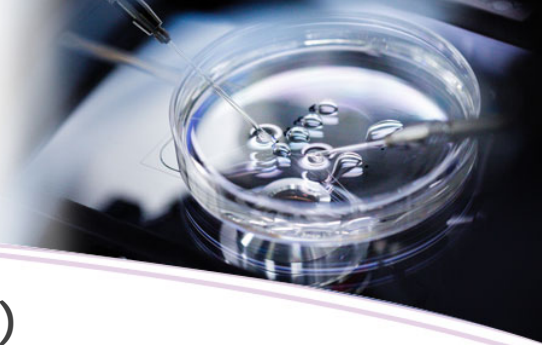
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1 child in every  
classroom...

# 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

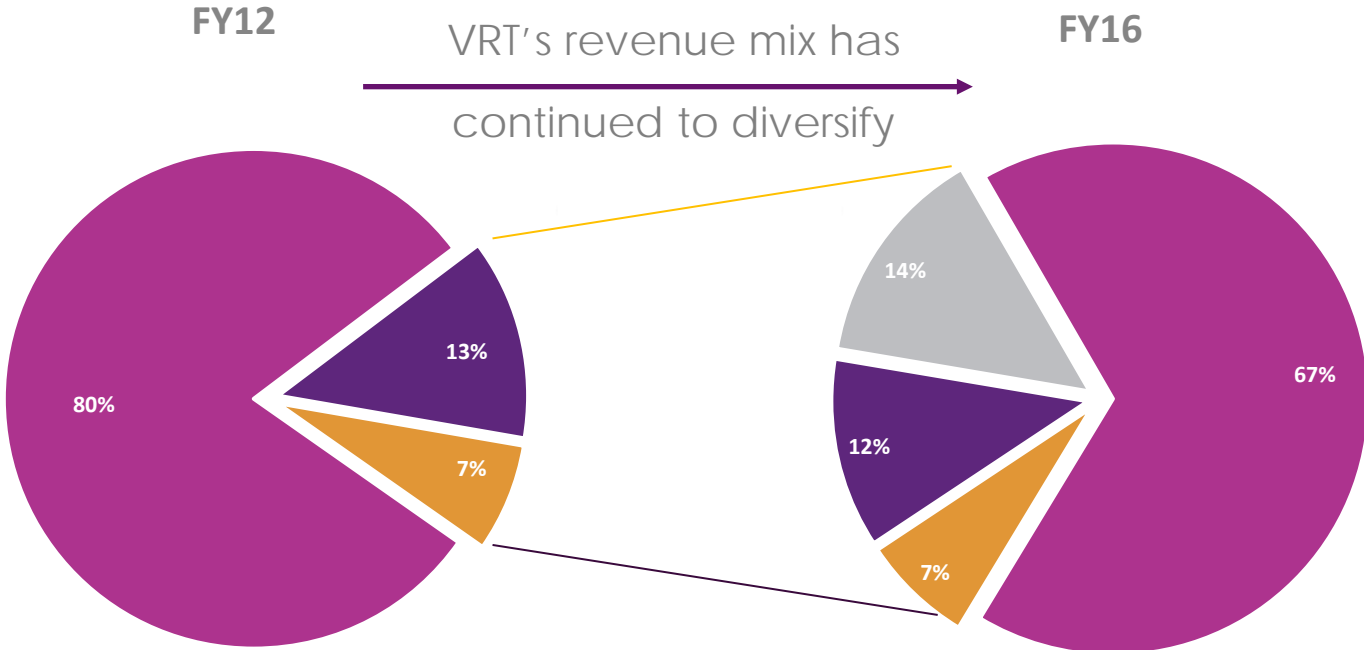
- ARS, Day Hospitals and Specialised Diagnostics



# Diversified Revenue Mix



## Multiple Sources of Revenue



■ ARS Australia   ■ Specialised Diagnostics Australia   ■ Day Hospitals Australia   ■ International



# Overview of Virtus' patient services



## ASSISTED REPRODUCTIVE SERVICES

44

### FERTILITY CLINICS

Australia	40
Ireland	3
Singapore	1



## SPECIALISED DIAGNOSTICS

59

### LABORATORIES

Embryology	27
Andrology	26
Endocrinology	4
PGD	2



## DAY HOSPITALS

6

### DAY HOSPITALS

IVF and non-IVF procedures



114

### FERTILITY SPECIALISTS



881

### NURSES, COUNSELLORS AND PATIENT SUPPORT



212

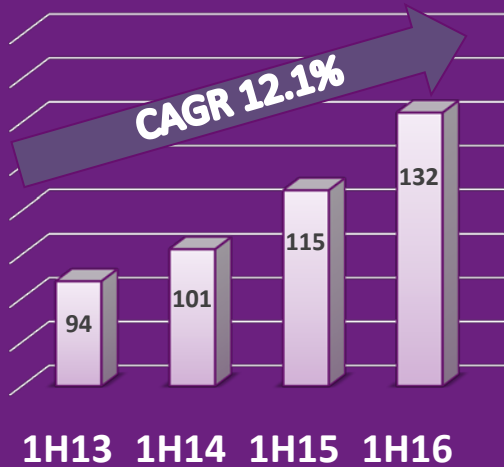
### SCIENTISTS



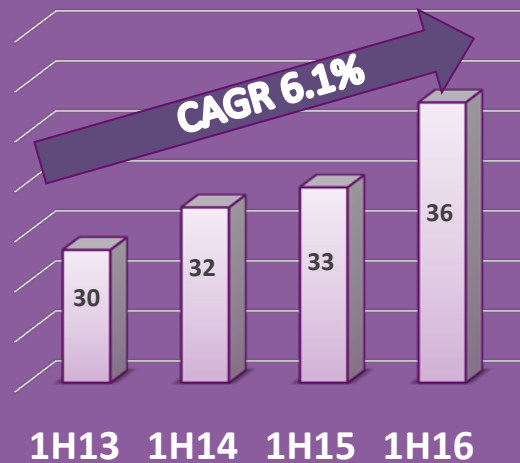
# Financial Track record



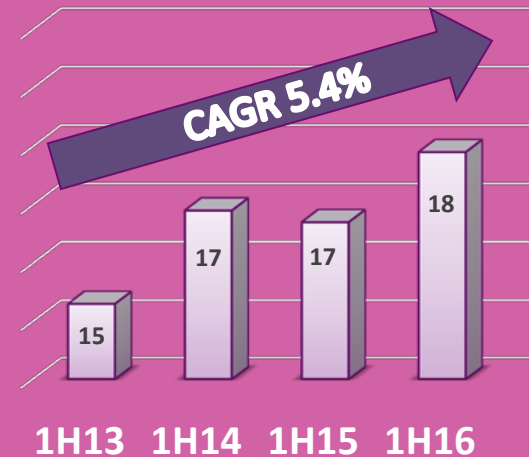
## REVENUE



## 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

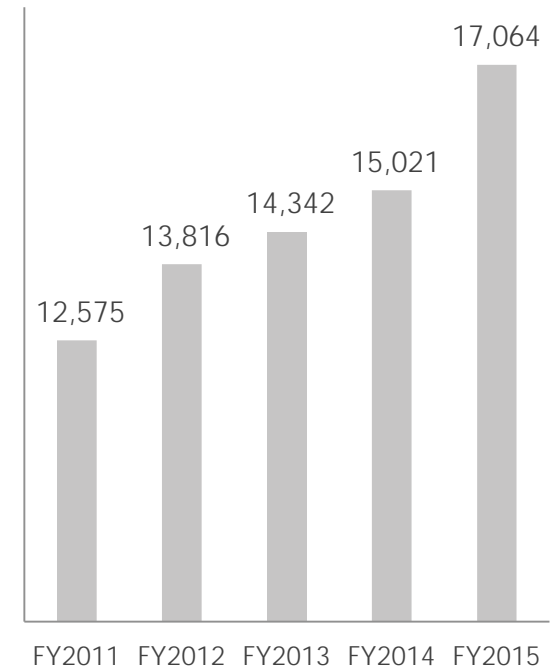
## Evolution of Clinical Practice & Service Delivery

- 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

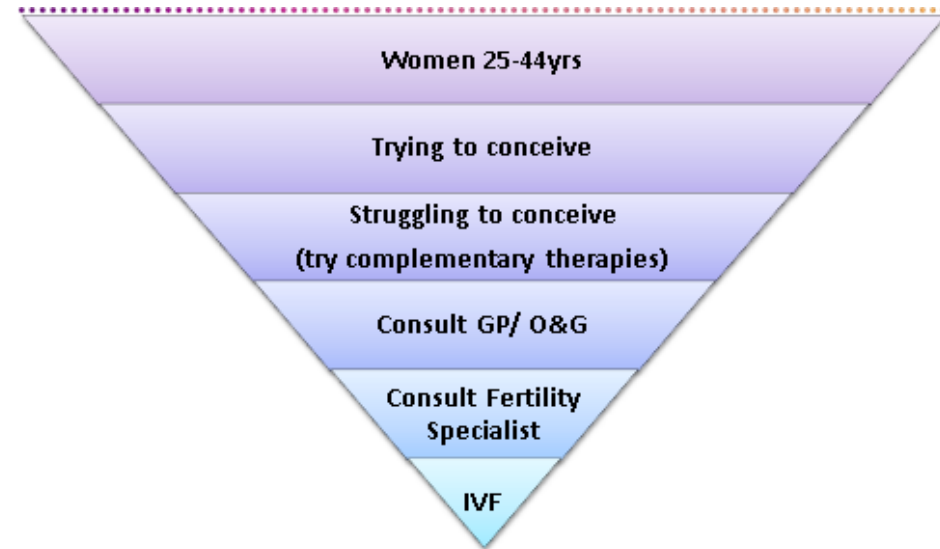
Family & friends

### 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



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



Thank you

