



# Virtus Health (ASX. VRT)

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*Navigating Future Growth, UBS Australasian Conference*

7 November, 2016

**virtushealth** 

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One child in every  
Australian classroom...

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# VIRTUS HEALTH - WORLD LEADER IN FERTILITY CARE

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*Market leader and largest provider of fertility services in Australia and Ireland with a growing presence in Singapore*

## One of the largest fertility practices globally

- First publically listed fertility business
- Continued growth via international acquisition and greenfield development 18,719 cycles globally up 9.6% (FY'15 17,064)
- Total treatments up 14% to 34,269 (FY15: 30,025)

## Reputation for clinical and scientific excellence

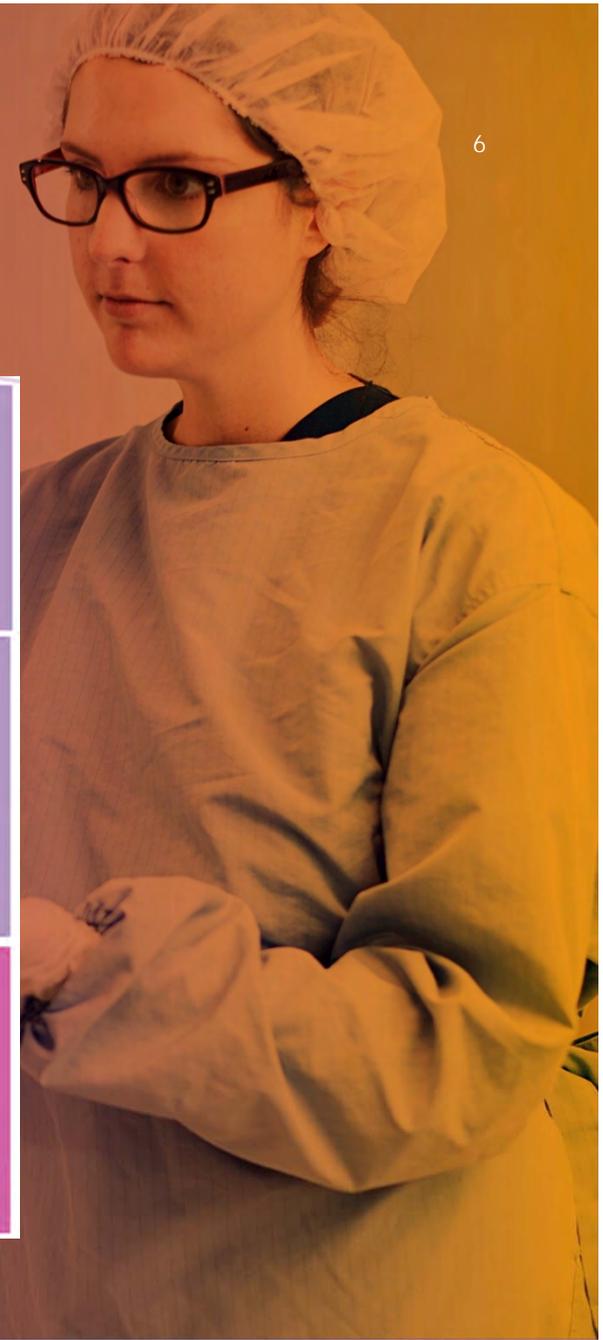
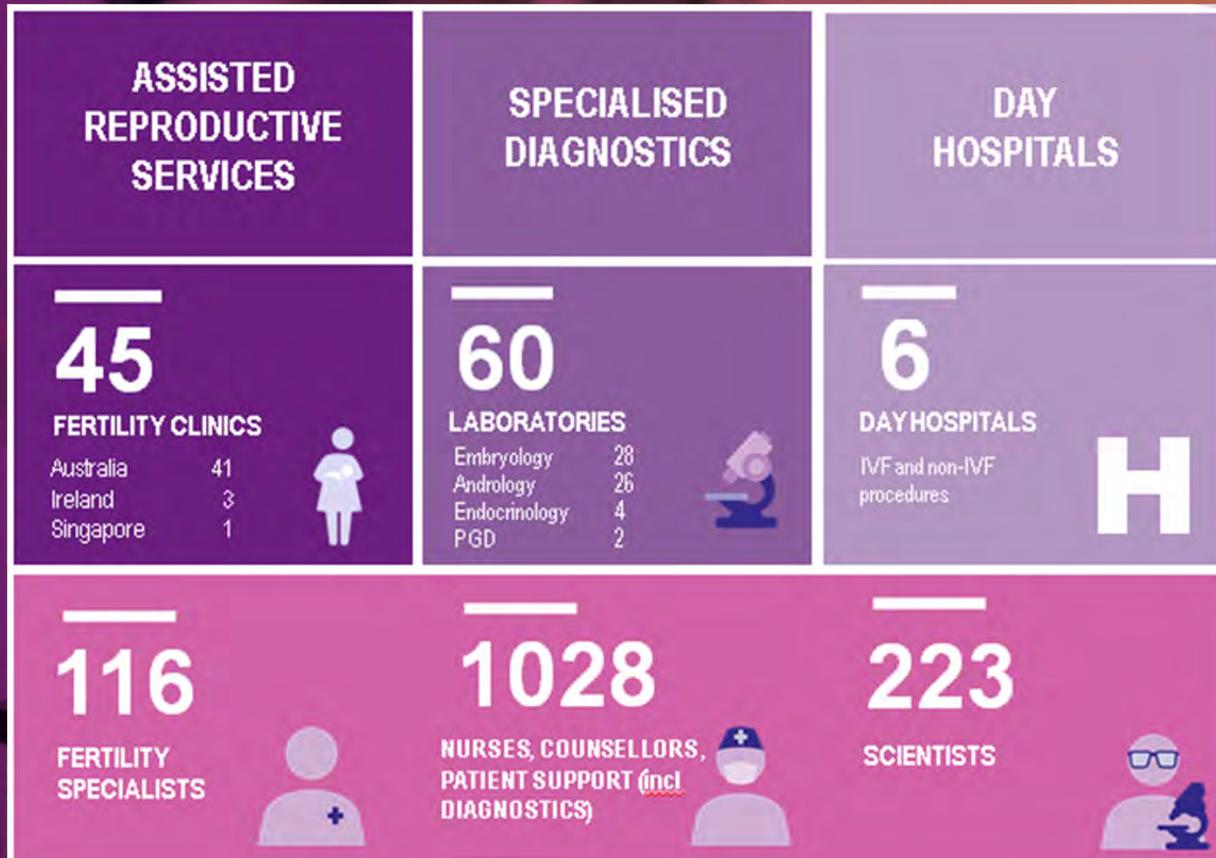
- 116 fertility specialists and over 1200 professional staff
- Investment in clinical and scientific research and new technologies delivers improved patient outcomes and growth
- Early adopter of new technologies driving growth

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

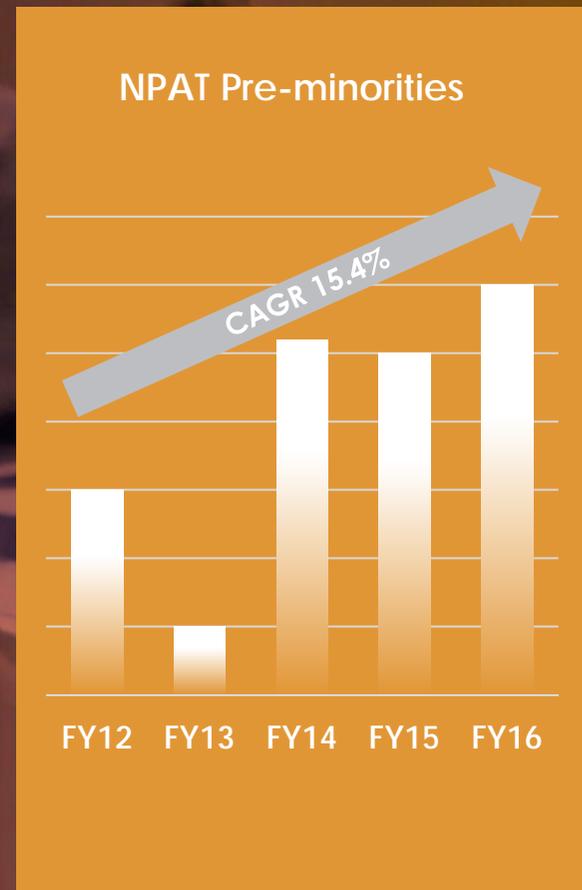
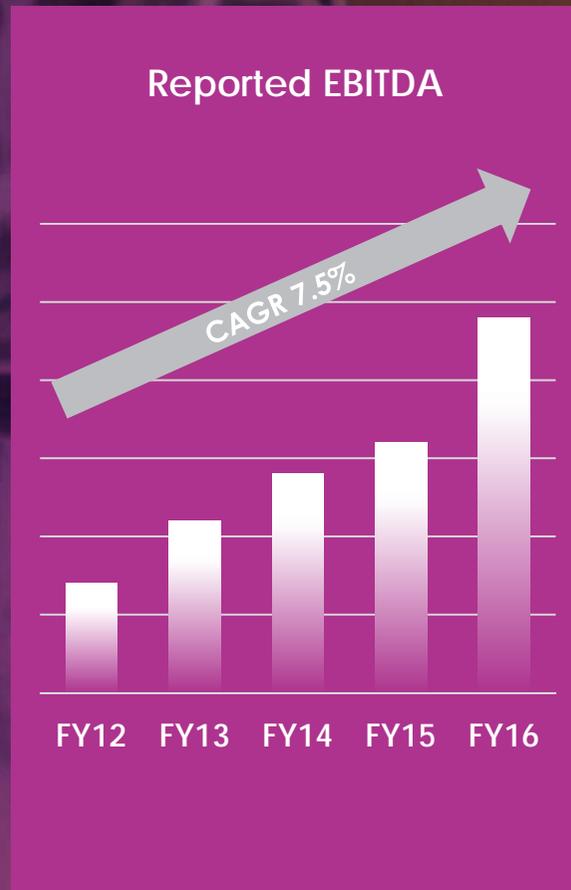
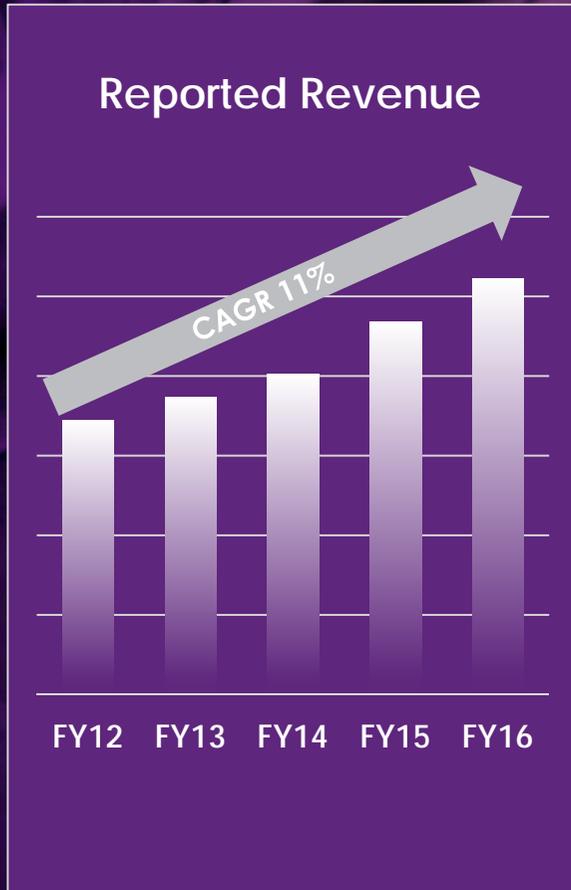
- Fertility, Day Hospitals and Specialised Diagnostics

\* Total treatments include fresh cycles, frozen embryo transfers and IUIs

# VIRTUS HEALTH NETWORK OF CARE



# SOLID FINANCIAL TRACK RECORD



Note: Charts are on a reported basis. NPAT pre minorities.

# LEADING MINDS, LEADING SCIENCE

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

- Industry leader in fertility 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
- Ongoing investment in advanced sciences and specialised diagnostics delivers improved patient outcomes and revenue growth
- Experienced clinical and management team with ability to drive practice growth and add value



# DOCTORS OF VIRTUS HEALTH

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*One of the most successful medical collaborations internationally*



LEADING MINDS LEADING SCIENCE

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# WHO COMES TO ASK FOR OUR HELP?

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*40% of the patients that see fertility specialists have non IVF treatment*



 <p><b>Assessment</b> Consultations, tests and advice</p>	 <p><b>Elementary Fertility</b> Natural and less invasive treatments</p>	 <p><b>Clinical Fertility</b> Tailored IVF and ICSI</p>	 <p><b>Advanced Fertility</b> Genetic testing, specialist procedures and donor assistance</p>
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# FACTORS DRIVING GROWTH

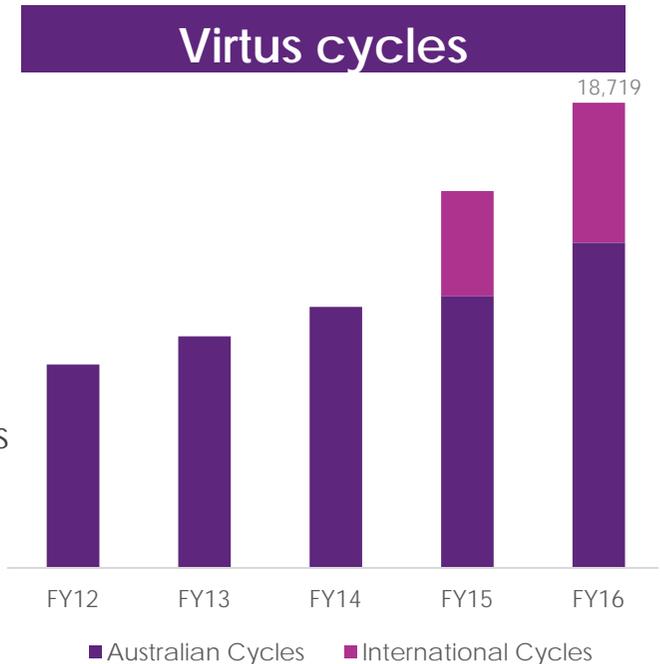
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## Demographic & Social Trends

- Infertility is a medical condition affecting 1 in 6 couples of reproductive age globally
- Growing female population, rising maternal age and global fertility rates in decline
- Rising incidence of conditions impacting fertility e.g. obesity and chlamydia
- Greater community awareness and acceptance of IVF
- Increasing number of same sex & single women starting families using our donor services
- Young adults increasingly living with parents – we meet soulmates in our late 20s/early 30s and seek relationship and financial security before starting a family

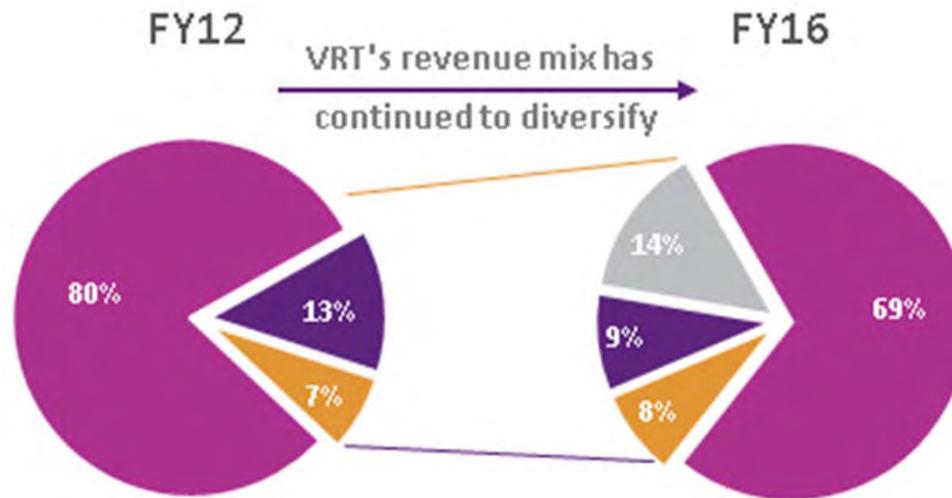
## Evolution of Clinical Practice & Service Delivery

**MOST SIGNIFICANT : Advancements in Technology and international diversification**



# DIVERSIFIED REVENUE MIX

## Multiple Sources of Revenue



■ Assisted Reproductive Services ■ Specialised Diagnostics ■ Day Hospitals ■ International/Other

# FIRST MOVER IN TECHNOLOGY ADOPTION

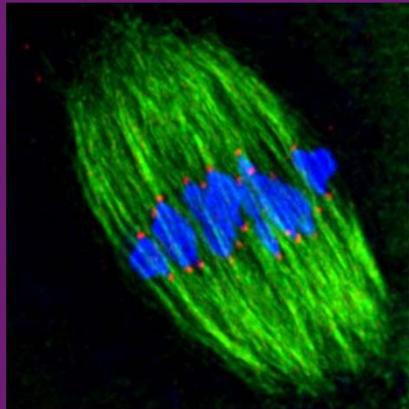
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*Specialised diagnostics & scientific advancements improving success rates & delivering ARS to new patient segments*

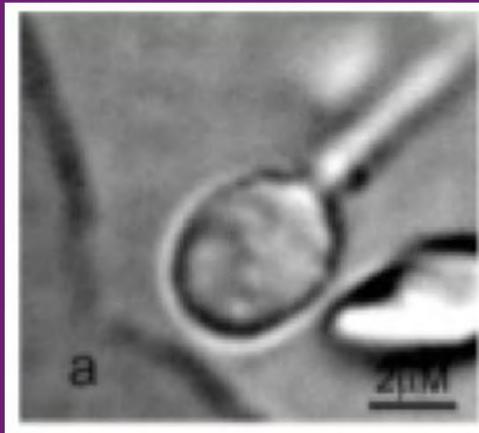
- New operating division Virtus Diagnostics established in FY15
- Offering spans entire spectrum of reproductive health (pre-pregnancy to pre-natal screening)
- Virtus a first mover in adopting new gene based technologies
  - Virtus delivers Australia's first babies using karyomapping in 2015
  - Introduction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



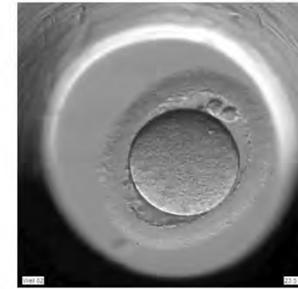
# ADVANCED TECHNOLOGY



Studying the chromosomal structure of the eggs sperm

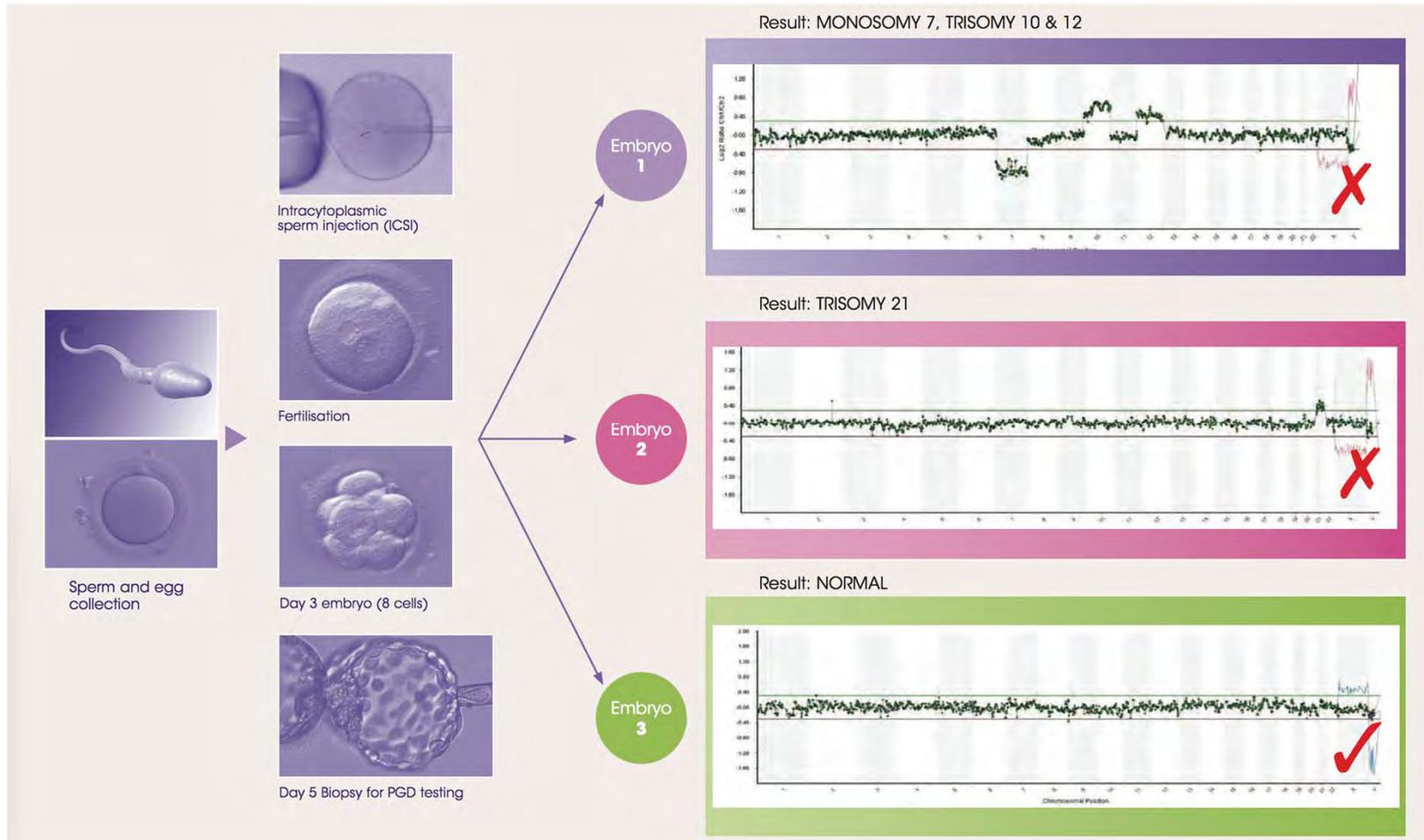


Selecting the healthiest sperm



Using timelapse imaging to study embryo growth

# GENETIC SCREENING OF EMBRYOS



# REGULATORY ENVIRONMENT

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*Proactive participation in regulatory review to facilitate balanced debate reflective of our patients' needs.*

## Australia

Government review of Medicare Benefits Schedule expected

National Health and Medical Research Council ("NHMRC") reviewing regulations for sex selection for family balancing



## Ireland

Government considering funding for fertility services – currently privately funded

Proposed change to egg donation anonymity

## Singapore

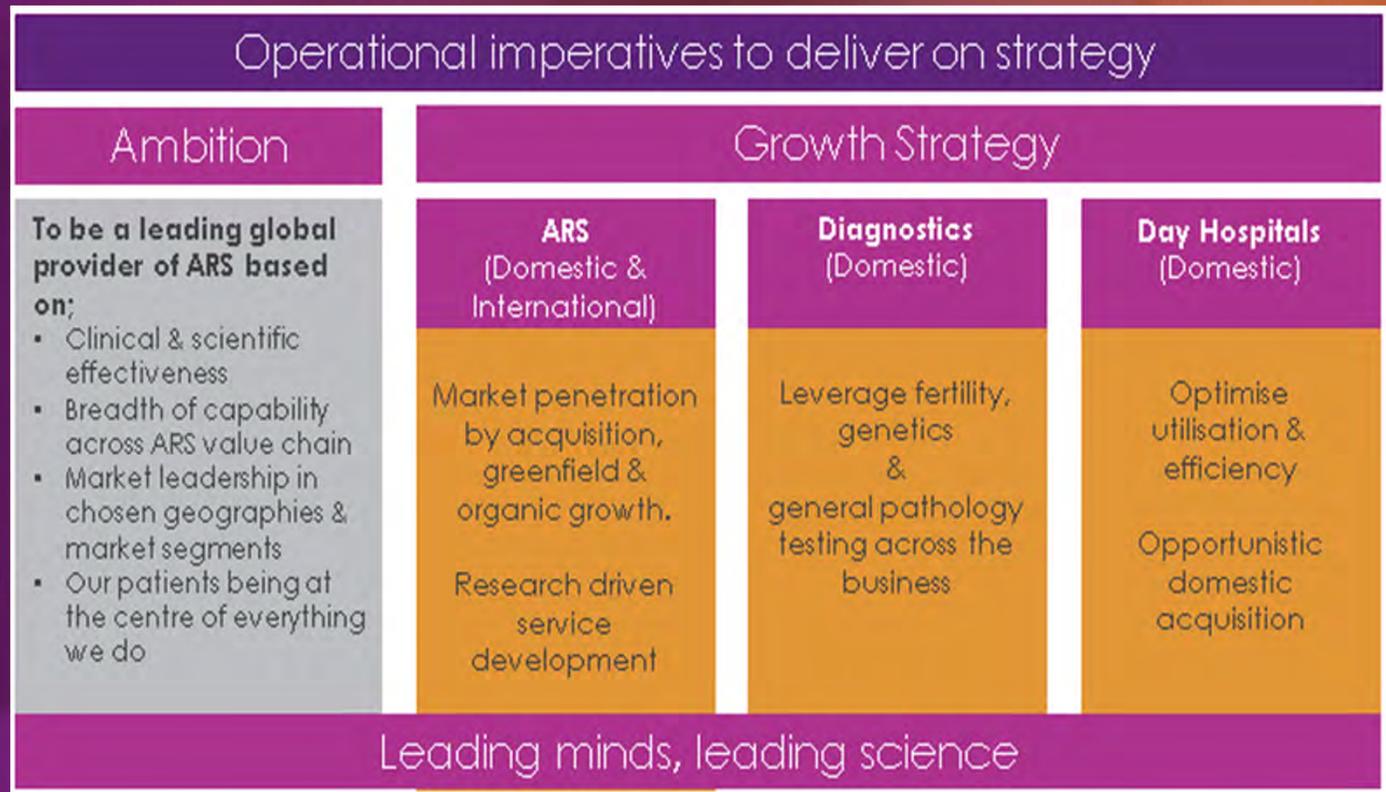
Alignment with Australia's RTAC

Conservative environment growing interest in PGD/S access in Singapore



# VIRTUS HEALTH STRATEGIC PLAN

*Vision: To help women and men achieve their aspirations to create a family*





**THANK YOU**

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