



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

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

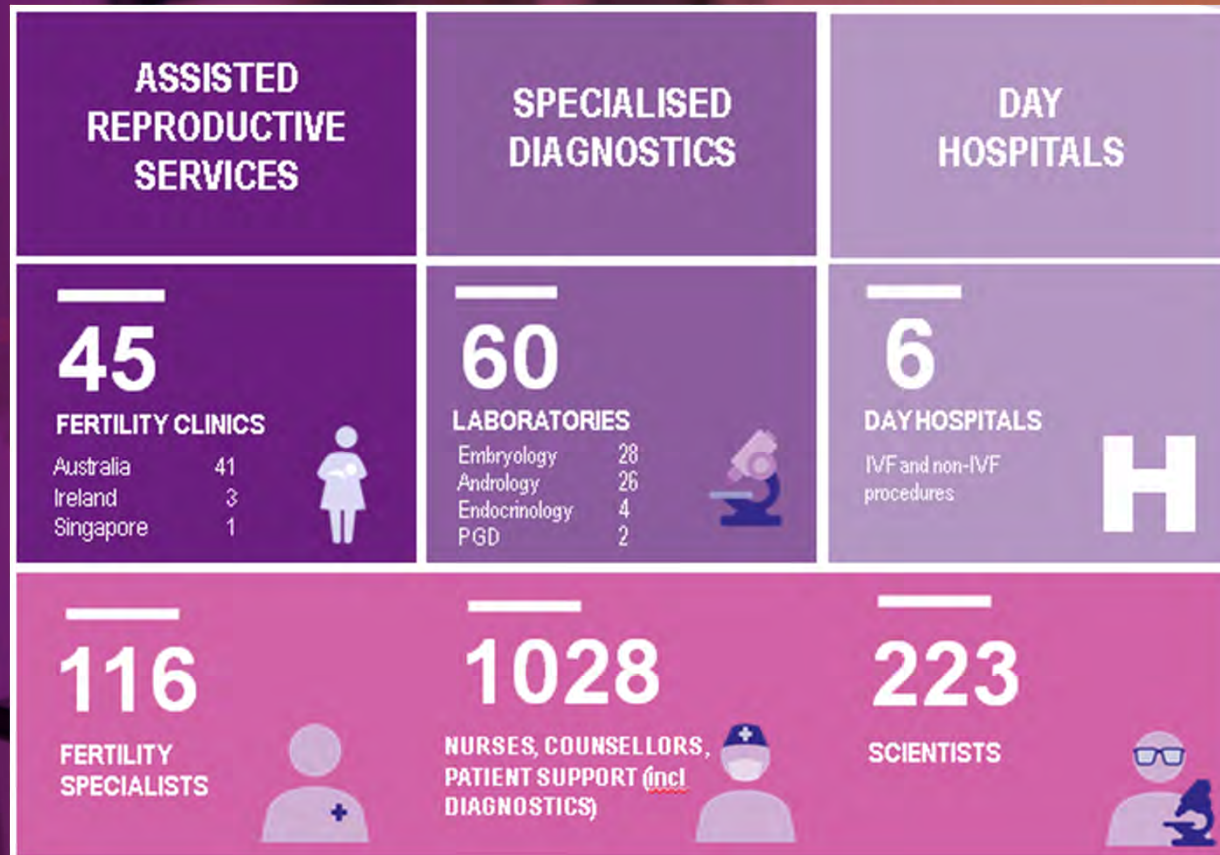
Distinctive, diversified and vertically integrated model with multiple sources of revenue

- Fertility, Day Hospitals and Specialised Diagnostics

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

VIRTUS HEALTH NETWORK OF CARE

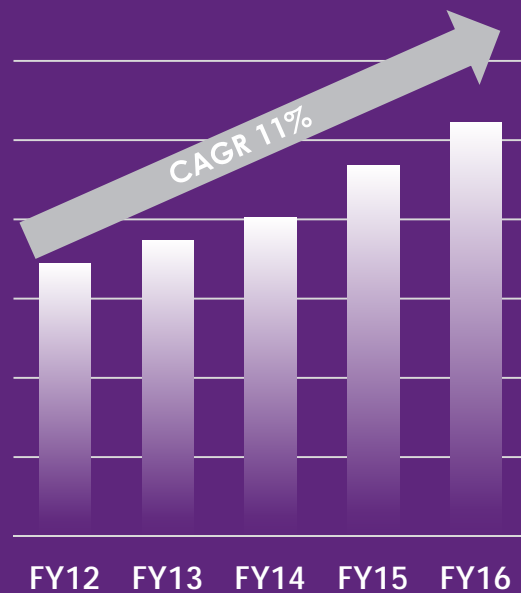
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SOLID FINANCIAL TRACK RECORD

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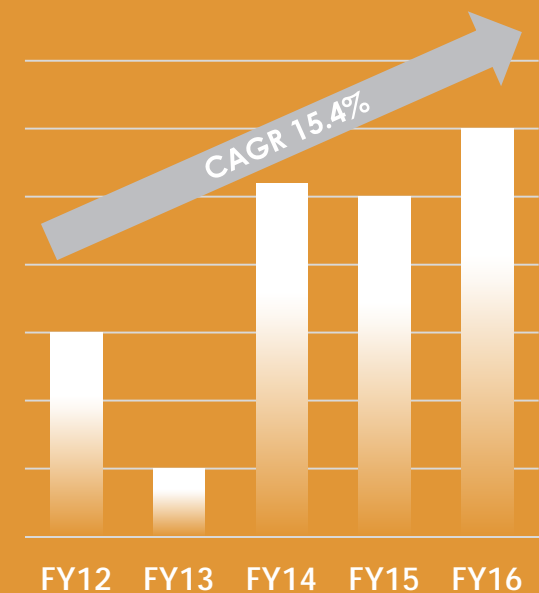
Reported Revenue



Reported EBITDA



NPAT Pre-minorities



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



WHO COMES TO ASK FOR OUR HELP?

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



FACTORS DRIVING GROWTH

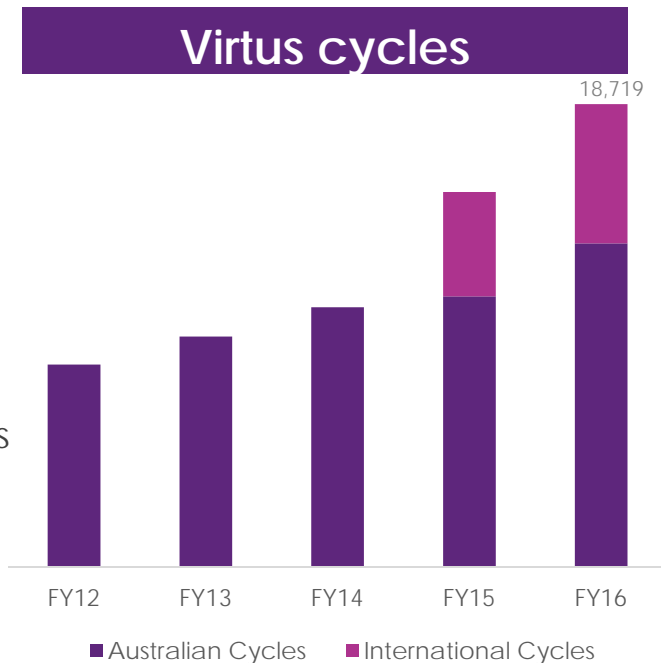
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Demographic & Social Trends

- 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

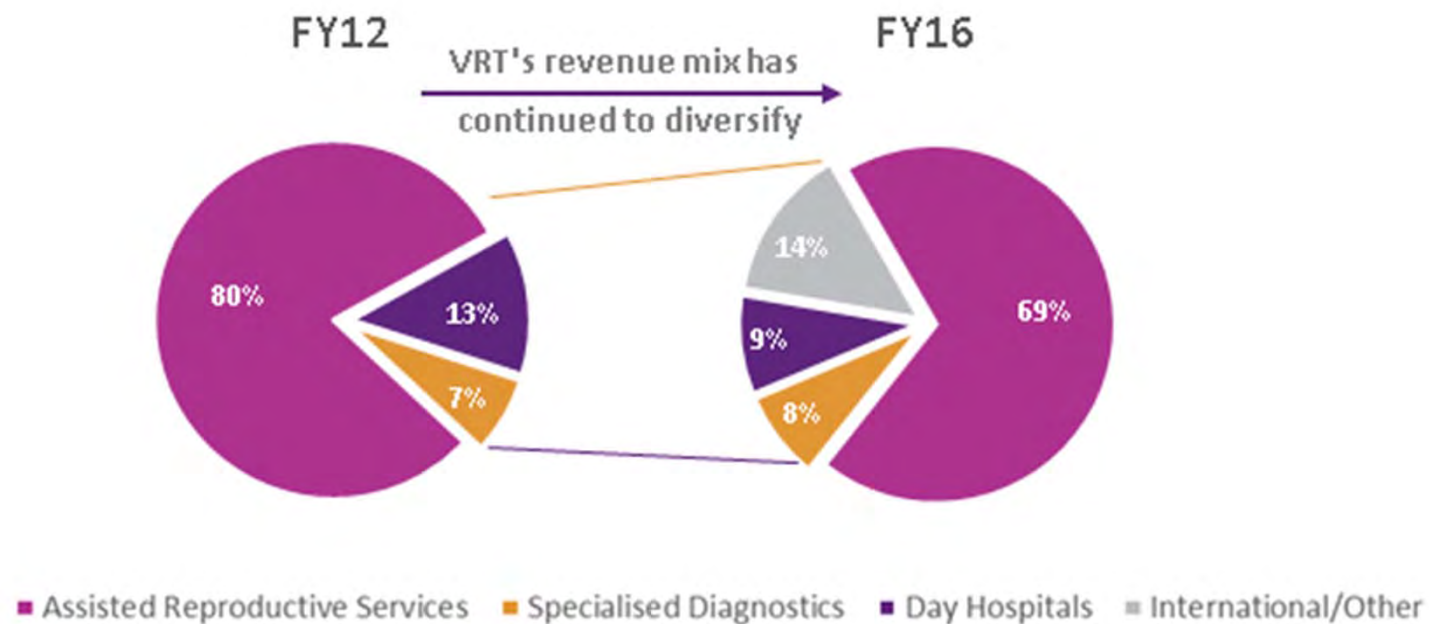
MOST SIGNIFICANT : Advancements in Technology and international diversification



DIVERSIFIED REVENUE MIX

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Multiple Sources of Revenue



FIRST MOVER IN TECHNOLOGY ADOPTION

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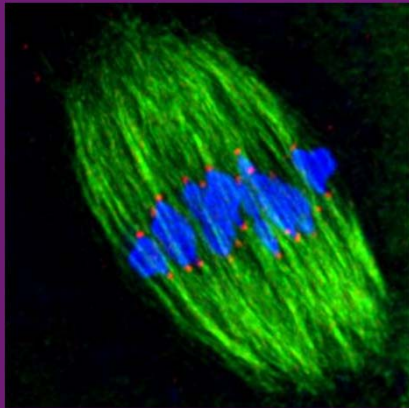
Specialised diagnostics & scientific advancements improving success rates & delivering ARS to new patient segments

- 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

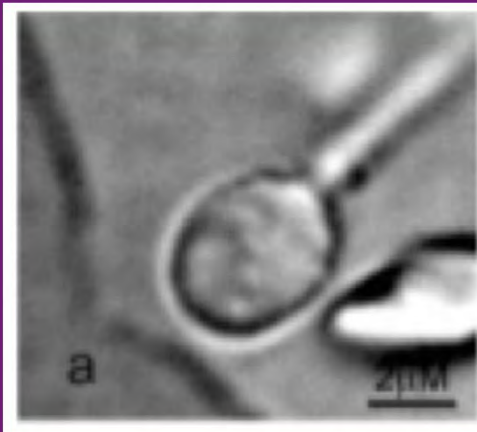


ADVANCED TECHNOLOGY

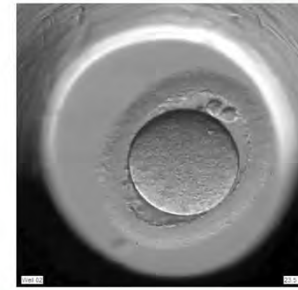
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Studying the chromosomal structure of the eggs sperm



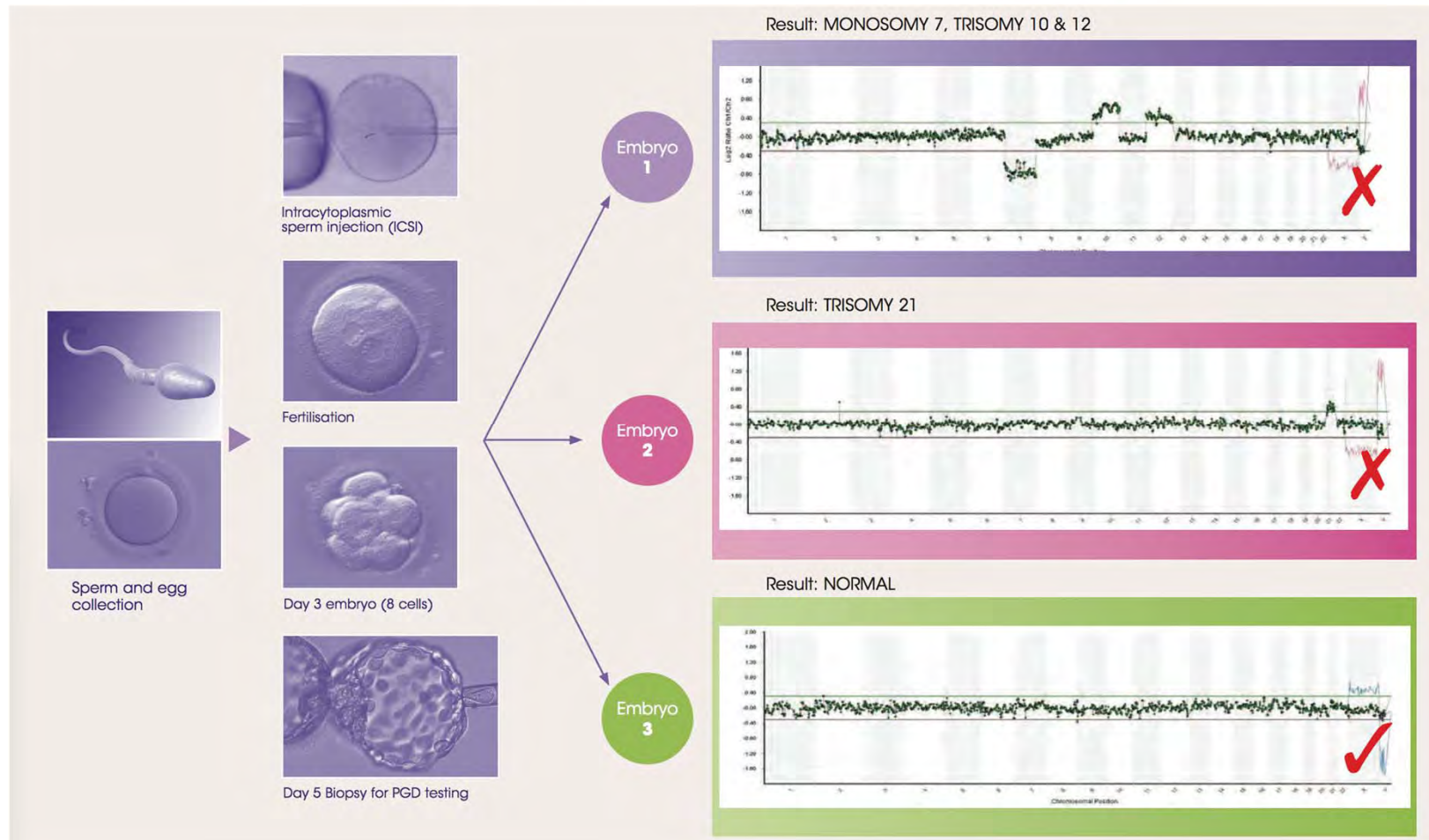
Selecting the healthiest sperm



Using timelapse imaging to study embryo growth

GENETIC SCREENING OF EMBRYOS

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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

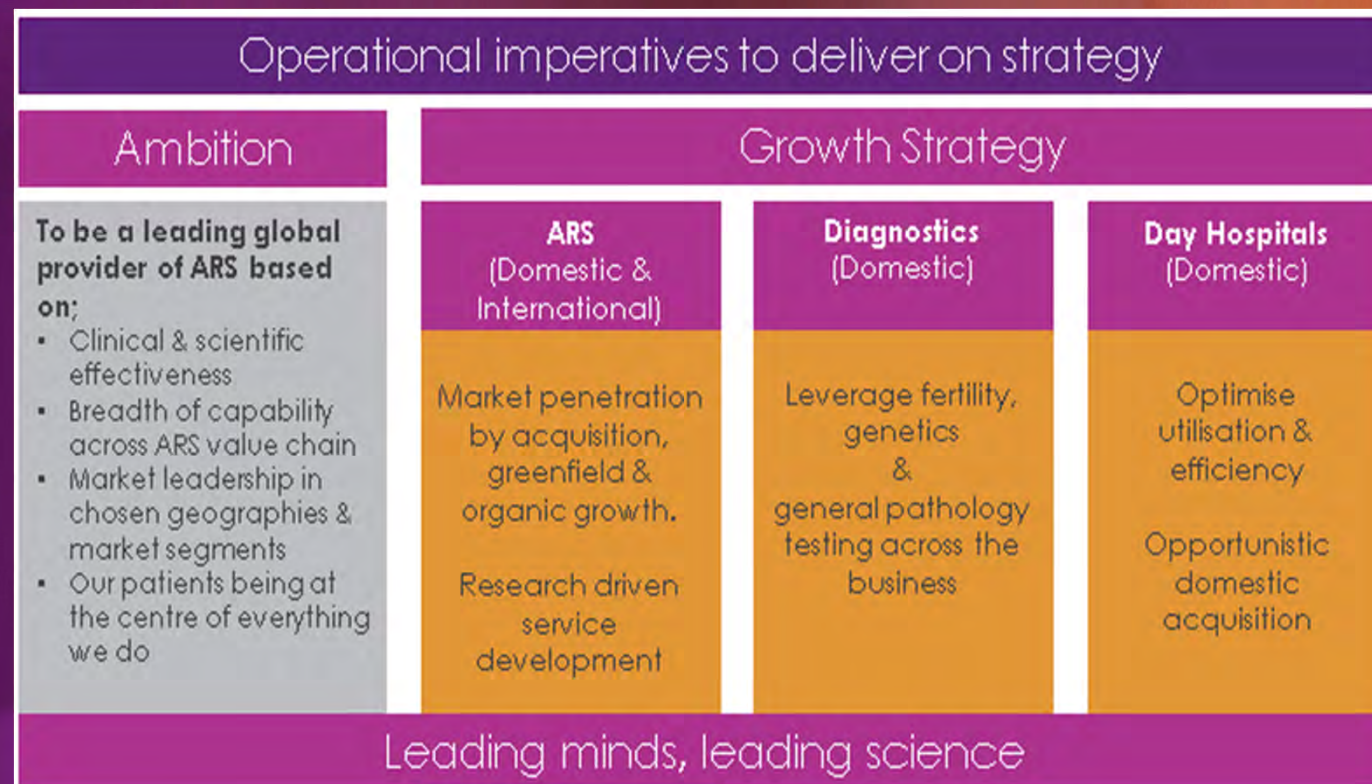
Singapore

Alignment with Australia's RTAC
Conservative environment growing interest in PGD/S access in Singapore

VIRTUS HEALTH STRATEGIC PLAN

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





THANK YOU

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