

Vitrolife

Solutions for life-critical
situations

Magnus Nilsson,
President & CEO

**Annual General Meeting
April 26, 2010**



Our Vision

Vitrolife strives to be leading in clinical medium and advanced disposables for fertility, cell and tissue therapy.

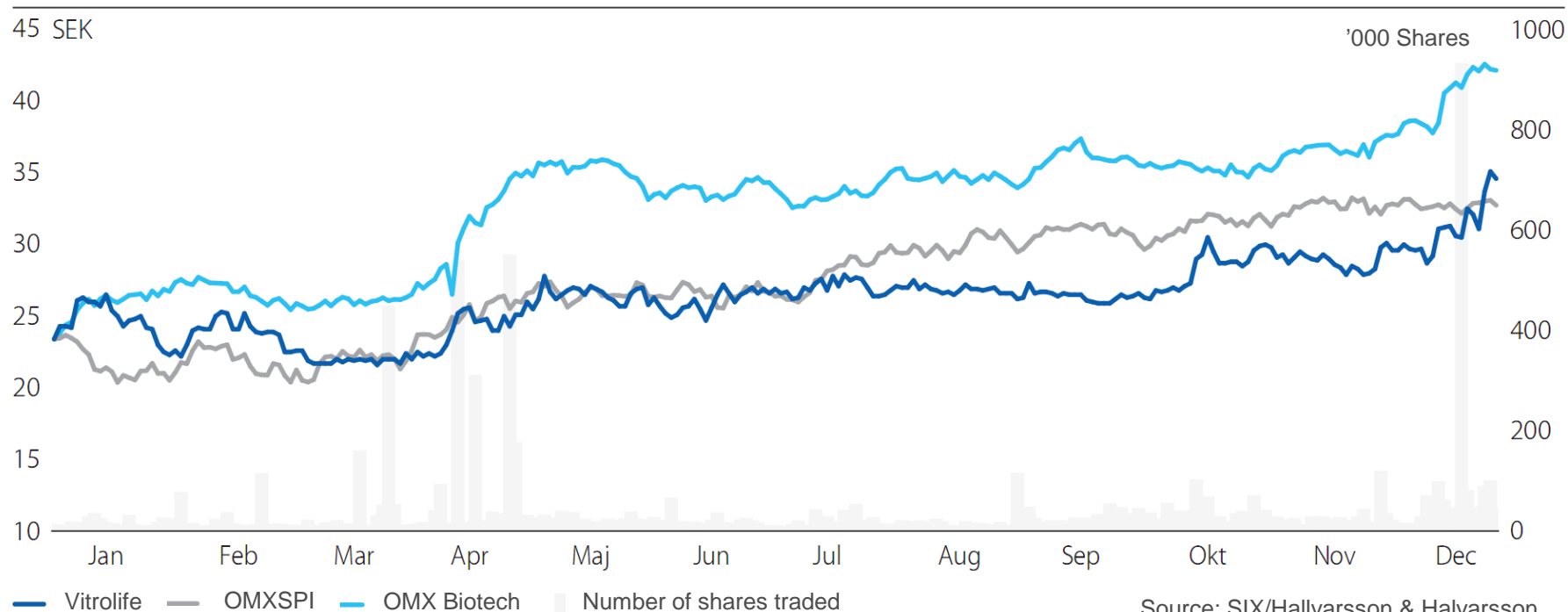


Vitrolife – Summary 2009 in figures

- Sales 275 SEKm, +22%
- Gross margin 70%
- EBIT 30 SEKm, +12%
- Cash flow from op act 42 SEKm
- Equity/asset ratio 87%
- Earnings per share 1.75 SEK
- Proposed dividend 0.50 SEK/share



Vitrolife – Share price increased by 52%



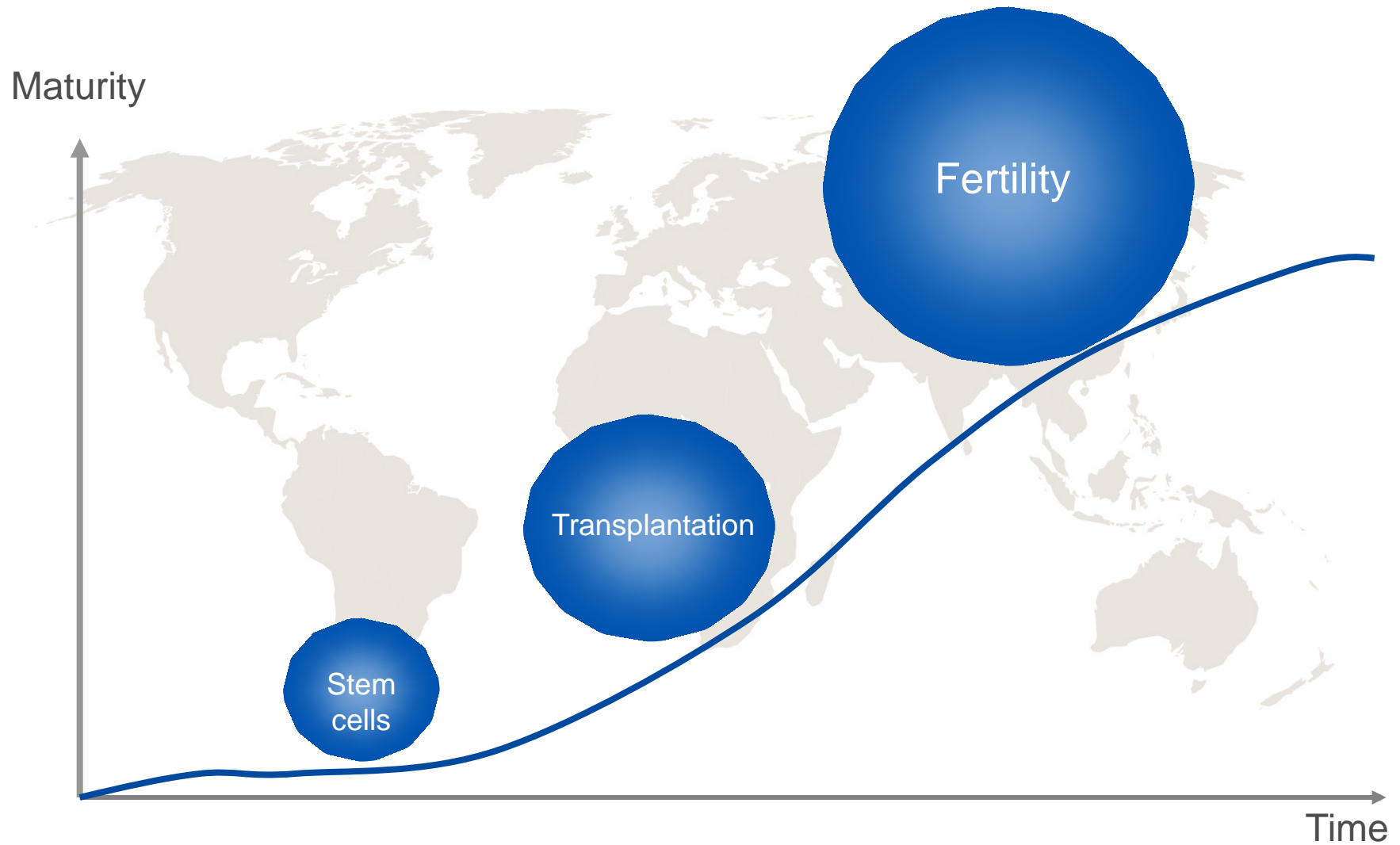
Vitrolife – Shareholders

Shareholders	No of Shares	Shares and votes, %
Bure Equity AB	5 578 245	28.5
Lannebo Micro Cap	1 767 000	9.0
Eccenovo AB	975 000	5.0
Länsförsäkringar fondförvaltning AB	770 341	3.9
Awake Swedish Equity Fund	471 082	2.4
UBS AG LND IPB Segregated Client	454 545	2.3
SEB Läkemedelsfond m.m.*	369 754	1.9
Försäkringsaktiebolag et, Avanza Pension	235 492	1.2
JP Morgan Bank	232 003	1.2
Magnus Nilsson	231 000	1.2
Övriga aktieägare	8 469 395	43.4
Summa	19 552 857	100.0

Source: VPCs share register as per December 31, 2009.

* Merging 2 funds.

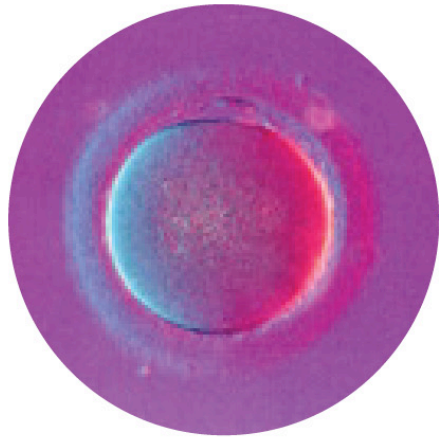
Vitrolife platform for growth



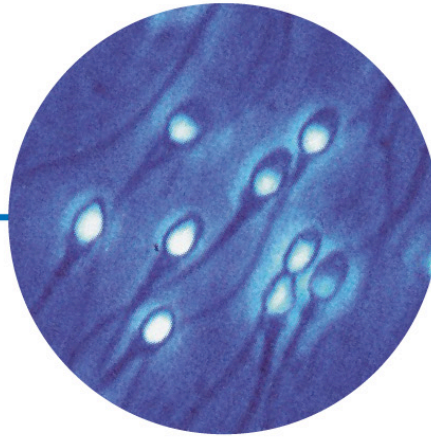
Main strategies

- Build a complete product portfolio of premium products for IVF treatments
- World leading and cost effective GMP production and quality control
- World wide market and customer support organisation on all (15) key markets covering 80% of all treatments

An overall perspective of Fertility



Retrieval and handling
of eggs and sperm



Fertilization and
cultivation of embryo



Transfer of embryo
to the uterus

Approx 30 products included in a full treatment

Treatment cost per cycle ~35,000 SEK,
of which 1,700- 3,000 SEK advanced disposables

Fertility

A complete range of premium products



Fertility



World leading GMP production and Quality control



Automated filling machine



Quality control lab

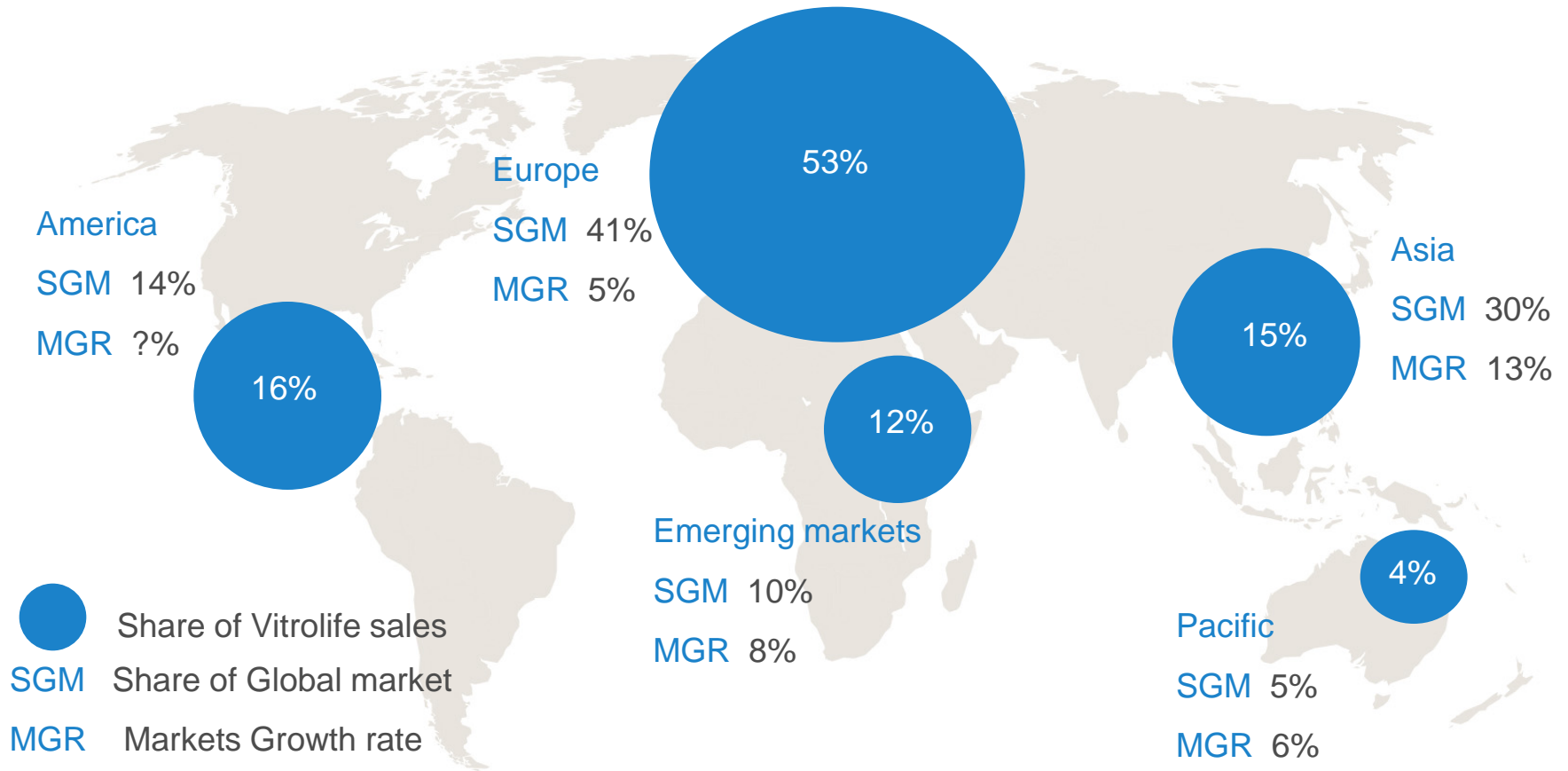
Fertility

On route to reach the global market



Fertility

Vitrolife regions and the Global market situation

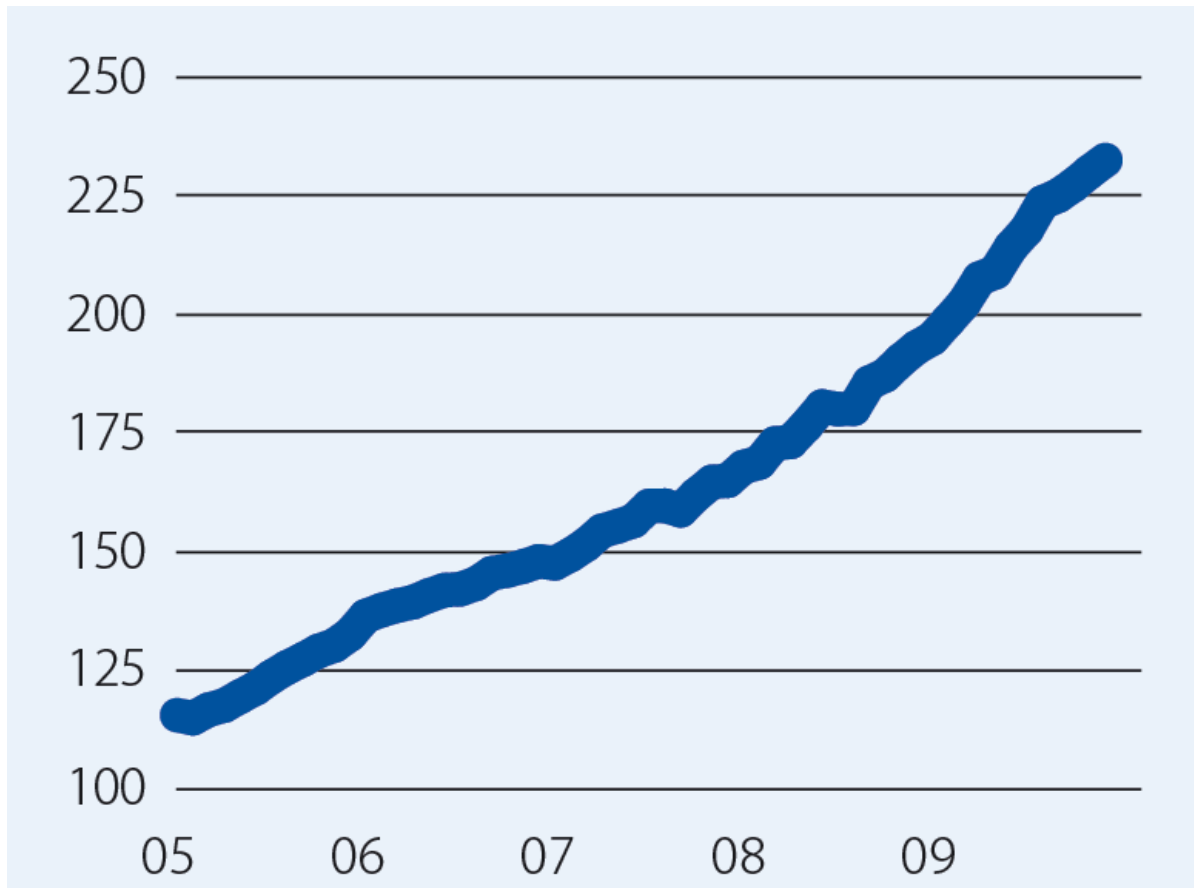


Global market size is approx 1,2 million cycles per year

Sales Development Fertility



Sales development, 12 month rolling in MSEK



Sales 2009:
+22%, 233 MSEK

Fertility - Goals 2010

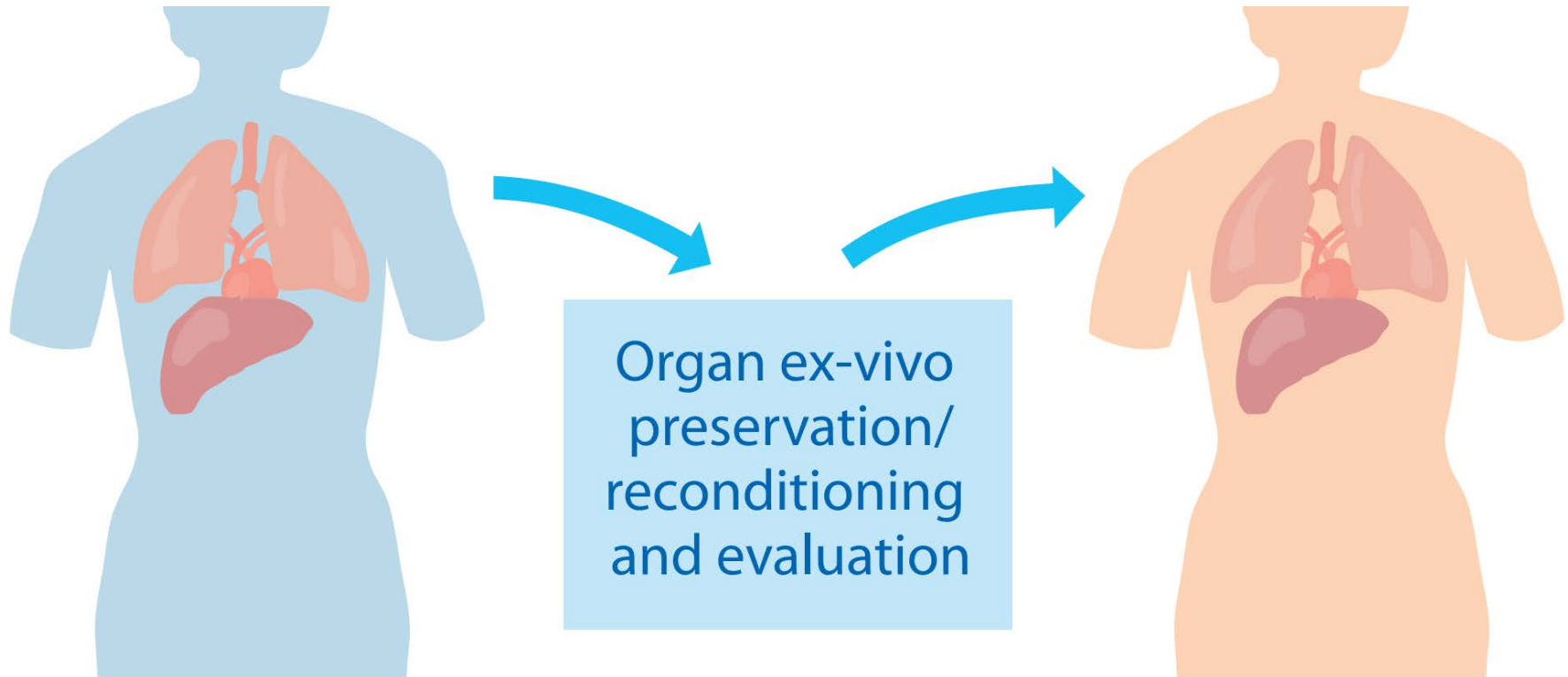


Continued execution of main strategy:

- Broaden product portfolio through R&D and/or acquisition
- Establish and further develop direct sales and market support organisation on all key markets covering 80% of all treatments



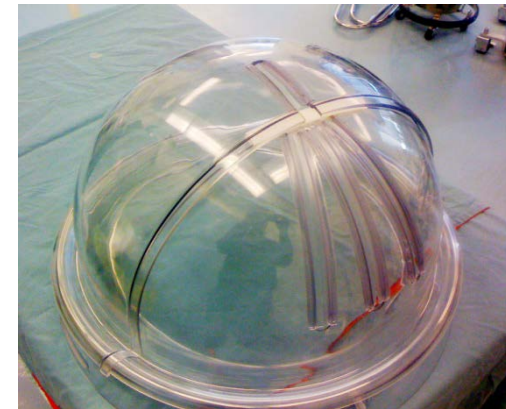
Transplantation – overall perspective



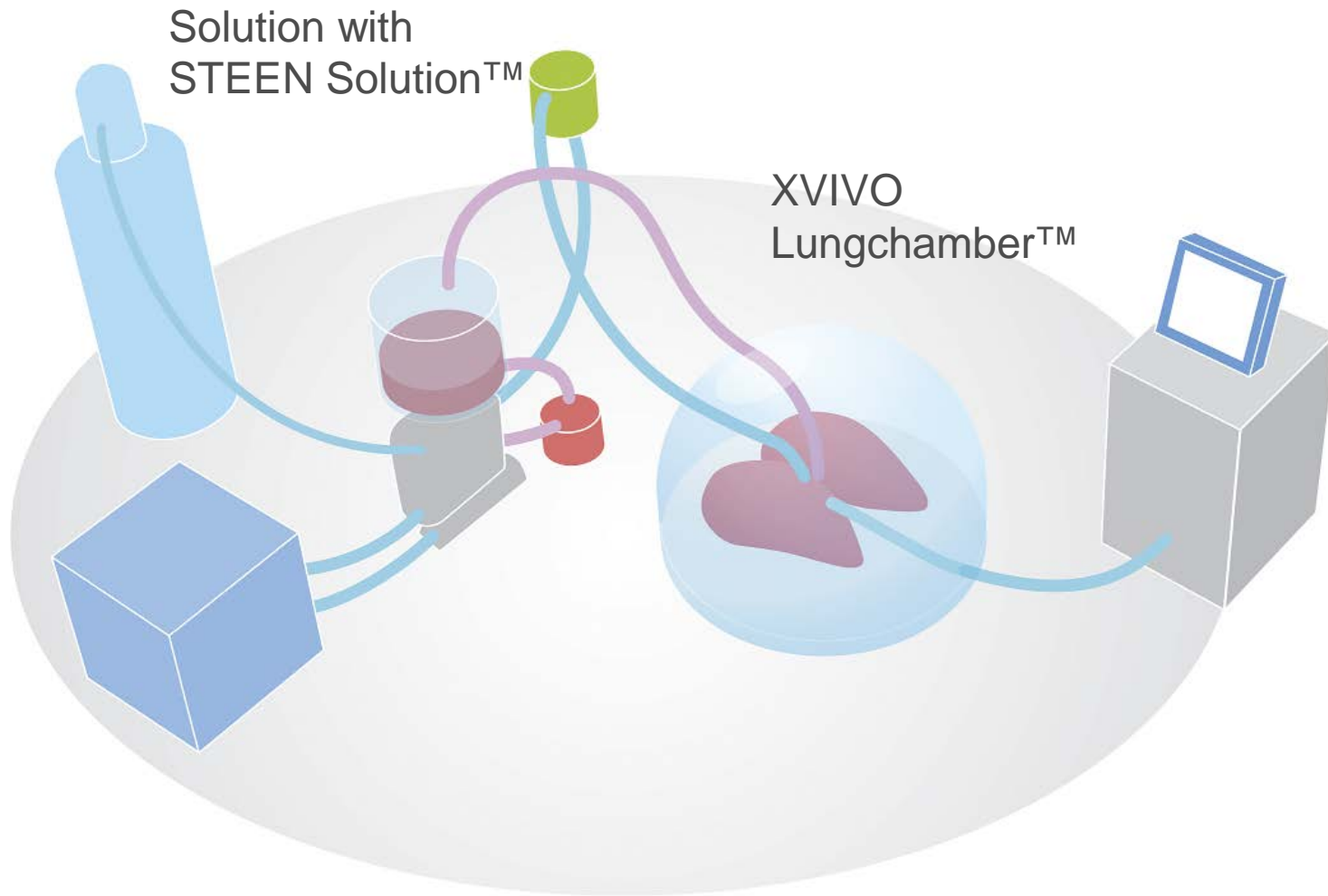
Leader of innovation



- Perfadex today 95% of world market for cold preservation of lungs
- Pioneering new warm perfusion system (ex vivo)
- Clinical study in Canada with STEEN Solution™ finished
- More than 40 patients now transplanted with STEEN Solution™ method
- Development of perfusion systems for other organs



STEEN Solution™ - method



Market Potential



	Perfadex**	STEEN Solution™*** incl disposables
Costs for products per Transplantation (SEK)	~ 10,000	> 80,000
Potential number of lung transplantations	~ 3,000	> 20,000
Total market potential*, <u>lungs only</u> (SEK million)	~ 40	> 1,600

* Including research market

** Approved in USA 2001 achieved >90% market share in USA 2008

*** Approved in Europe 2006, and in Australia 2008.

The method is also being developed for other organs, e.g. liver.

Sales development - Transplantation



Sales development, 12 month rolling in MSEK

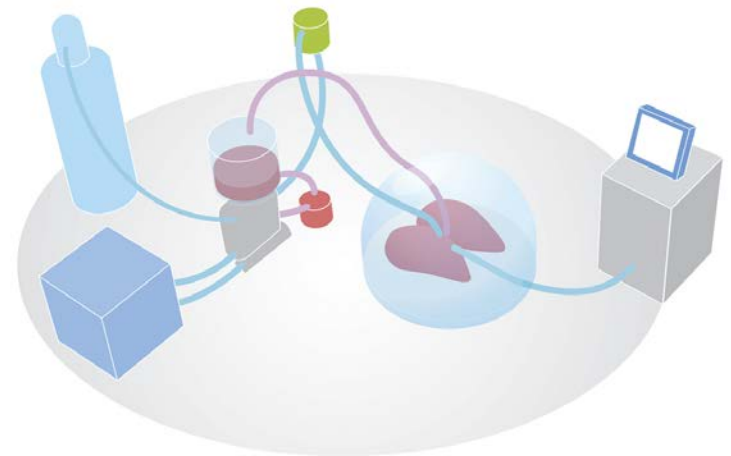


Sales 2009:
+31%, 40 MSEK

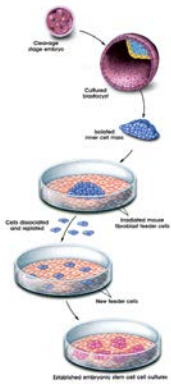
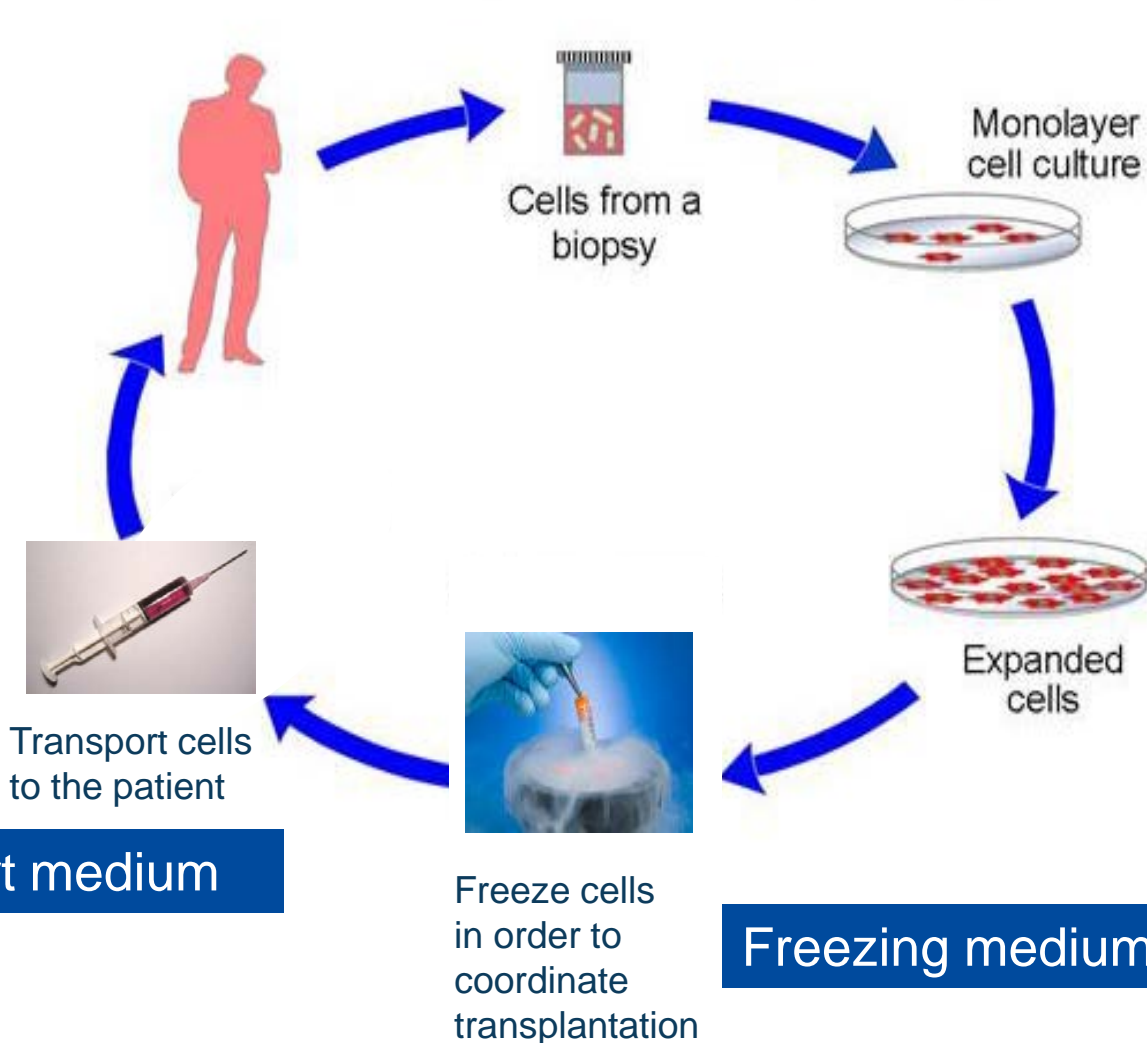
Transplantation - Goals 2010



- Support launch of STEEN Solution™ for lungs in more centres in Europe
- Submit applications for market approvals (lungs) in USA and Canada
- Prepare for market introduction of STEEN Solution™ in USA and Canada
- Pre-clinical development of STEEN Solution™ for ex-vivo perfusion in more organs



Stem Cell therapy



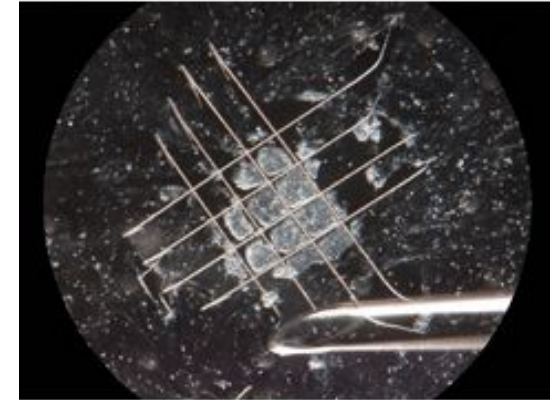
Expansion medium
& growth factors



Stem Cell cultivation



- Media products for human stem cells and cryo preservation of stem cells
- New external collaboration, eg. Cellartis AB and Regea
- VINNOVA grant 3.6 SEK million
- Expanded Research and business development organization



Stem cells - Goals 2010

- Continue the development of new stem cells media
- Increase co operations with external partners





Financials

Consolidated income

SEK million	Q4		Whole year	
	2009	2008	2009	2008
Net sales	67	59	275	225
Gross income	47	41	193	156
Gross Profit, %	70%	70%	70%	69%
Selling expenses	-22	-19	-80	-65
Administrative expenses	-9	-12	-39	-35
Research and development costs	-10	-8	-39	-31
Other operating rev /exp	0	2	-5	2
EBIT	7	5	30	27
EBITDA	11	9	46	40
Income after financial items	7	6	31	27
Taxes	4	4	4	3
Net income	11	10	34	30

Other Keys Ratios

	Q4		Whole Year	
	2009	2008	2009	2008
Gross margin, %	70.0	69.8	70.2	69.4
Oper. margin, %	9.8	9.3	11.1	12.0
Oper. margin Adj, % *	9.8	5.2	12.8	11.2
Oper. margin before R&D costs, %	24.3	22.5	25.1	25.7
Net margin, %	16.5	16.6	12.5	13.4
Equity/assets ratio, %	86.7	85.3	86.7	85.3
Shareholders' equity per share, SEK	15.94	14.94	15.94	14.94
ROE, %	11.3	11.1	11.3	11.1
ROCE, %	11.9	10.4	11.9	10.4
EBITDA, %	15.7	14.7	16.8	17.8
EBITDA Adj, % *	15.7	18.0	18.3	18.7
Net equity	5.8	7.4	5.8	7.4
Earnings per share	0.56	0.51	1.75	1.56

*Adjusted for one time expense for the bid of MediCult and Move

Cash flow

SEK million	Q4		Whole year	
	2009	2008	2009	2008
Income after financial items	7	6	31	27
Adjustment for items not affecting cash flow	4	2	14	11
Change in inventories	1	0	3	-1
Change in trade receivables	3	0	-2	-8
Change in trade payables	2	8	-5	13
Cash flow from operating activities	17	16	41	43
Cash flow from investing activities	-12	-4	-33	-27
Cash flow from financing activities	1	-11	-6	-21
Cash flow for the period	6	1	2	-5
Liquid funds at beginning of period	8	13	14	19
Exchange rate difference in liquid funds	1	1	0	1
Liquid funds at end of period	16	14	16	14



Innovative Cell and Tissue Technology