



**OF MAKING A DIFFERENCE**




## ANNUAL GENERAL MEETING 2 MAY 2019

Thomas Axelsson, CEO



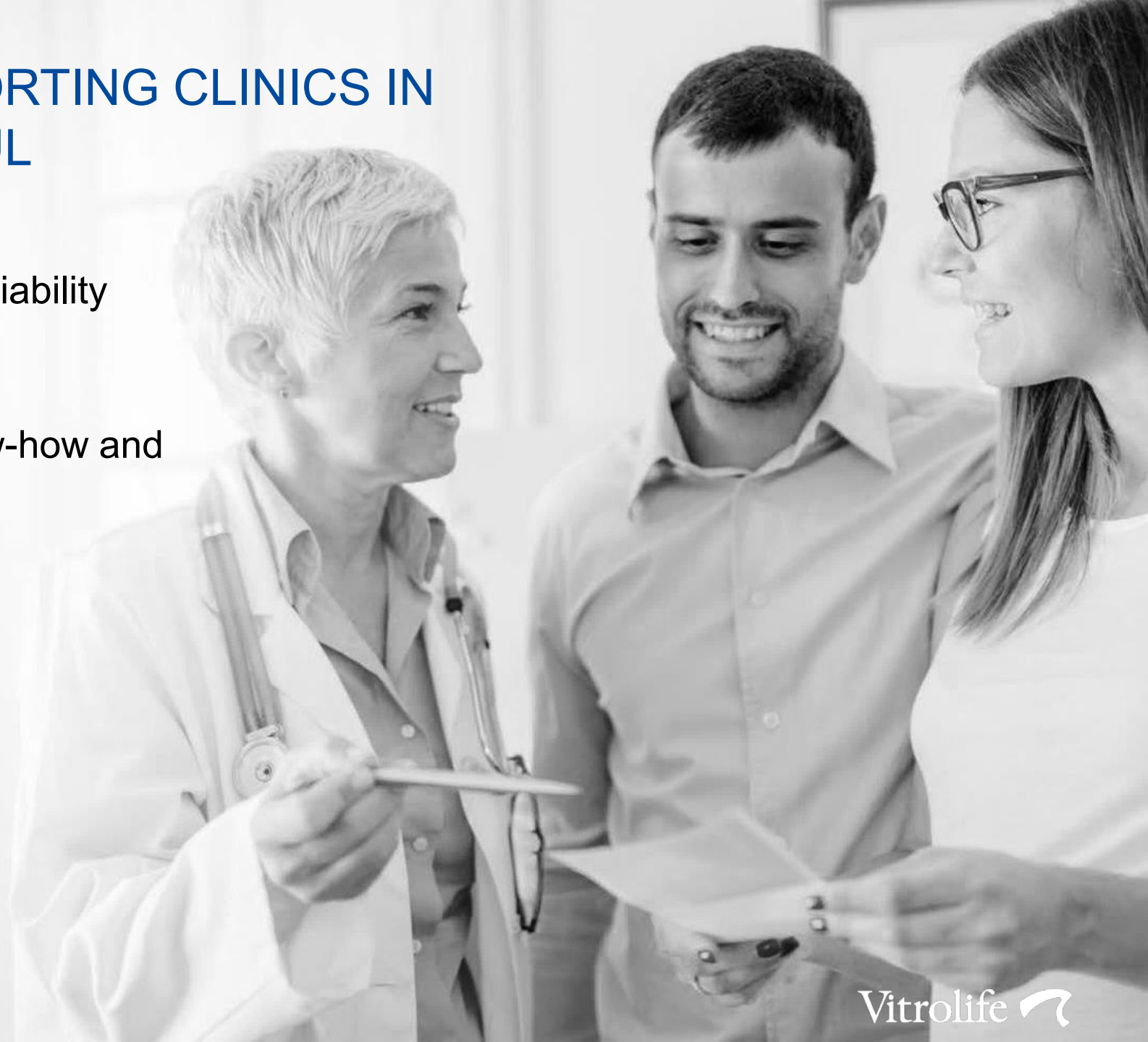
10–15 % OF ALL COUPLES IN  
FERTILE AGE SUFFER FROM  
FERTILITY PROBLEMS



Our goal is to be the leading provider of solutions that reduce the time to achieve a healthy baby and improve workflow efficiency and control for IVF clinics

## WITH FOCUS ON SUPPORTING CLINICS IN BECOMING SUCCESSFUL

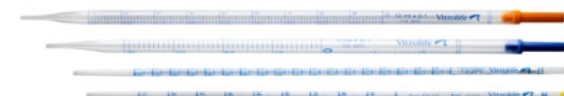
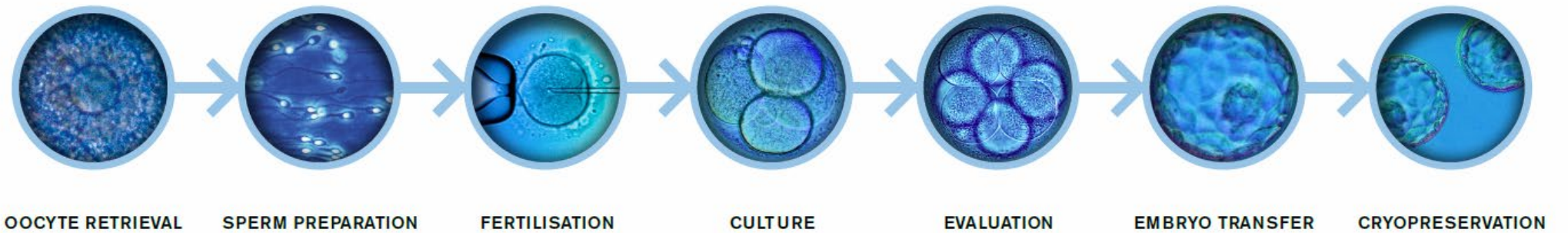
- Maximise clinic efficiency and reliability
- Ensure staff are well trained
- Secure access to the latest know-how and technologies



# THE IVF-PROCESS AND VITROLIFE PRODUCTS

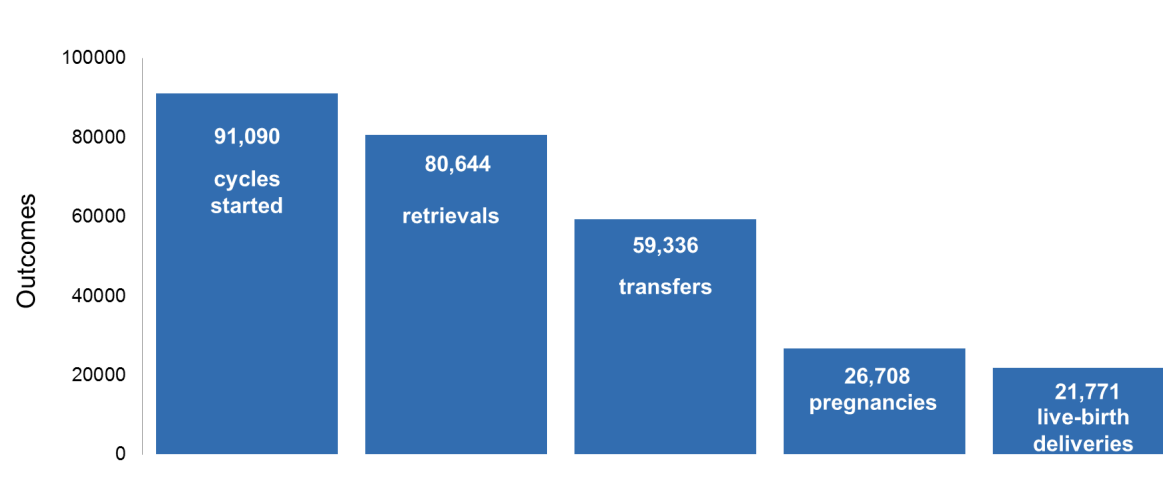
## HORMONE TREATMENT

Hormone stimulation to increase the number of retrievable eggs

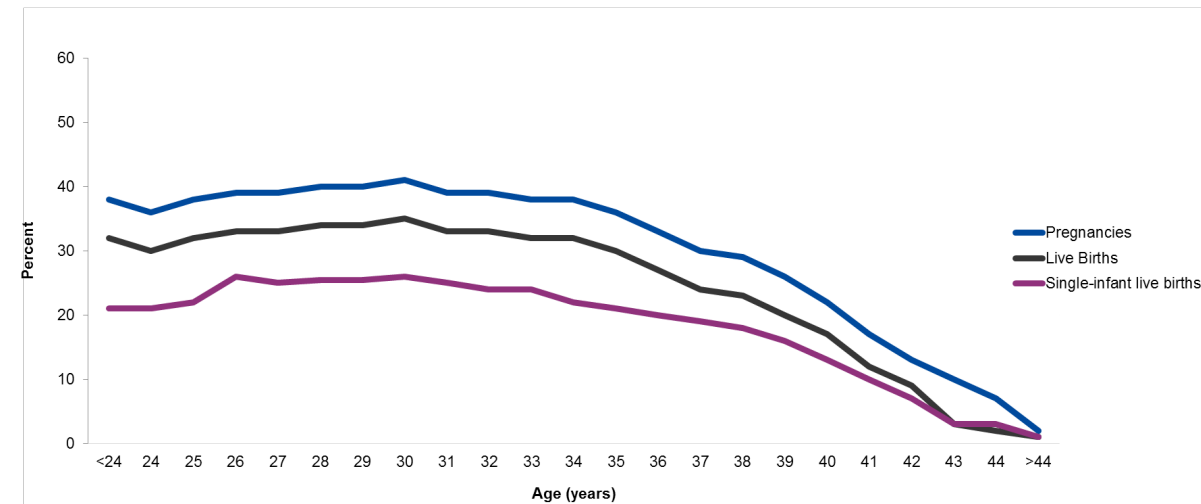


# SUCCESS RATE "STEP BY STEP"

## Outcomes of ART Cycles Using Fresh Nondonor Eggs or Embryos



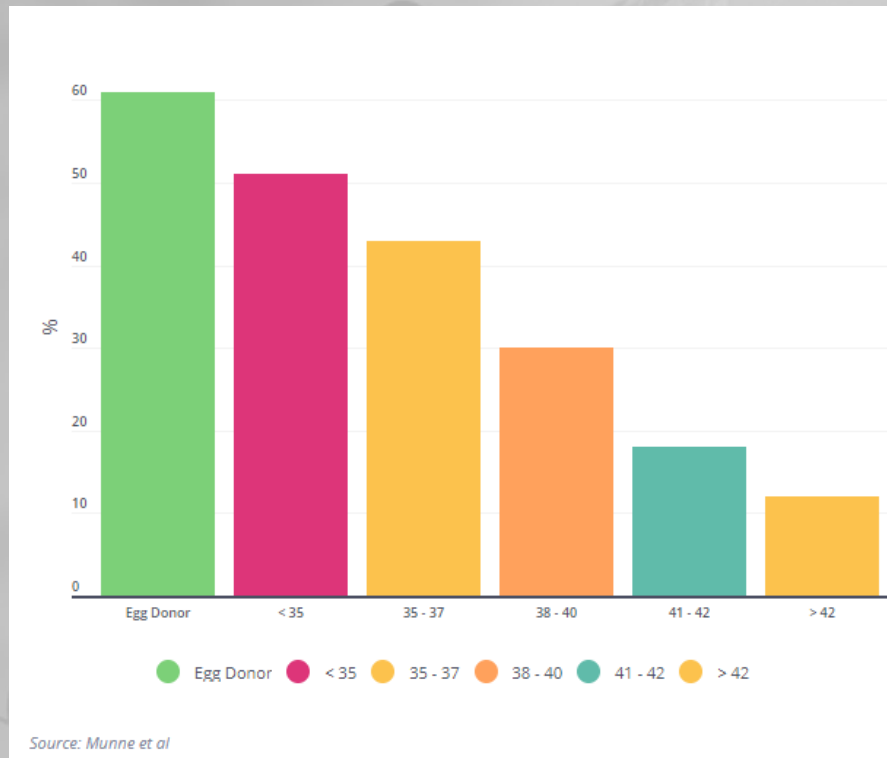
## Percentages of ART Cycles Using Fresh Nondonor Eggs or Embryos That Resulted in Pregnancies, Live Births, and Single-Infant Live Births, by Age of Woman\*



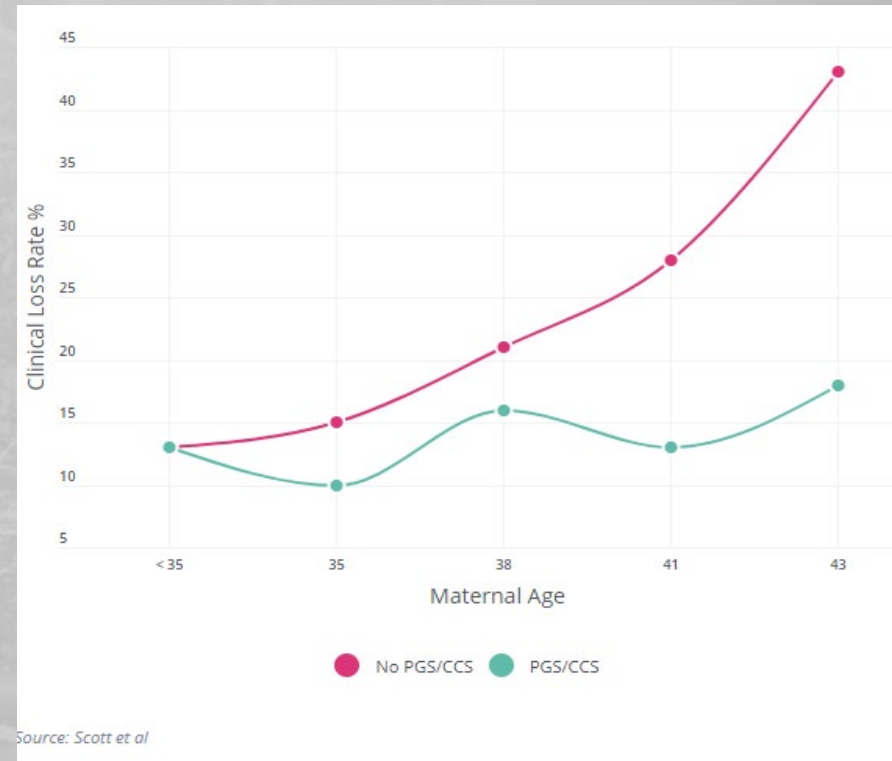
\* For consistency, all percentages are based on cycles started.

# THE QUALITY OF THE EMBRYOS DETERIORATES AT HIGHER AGE OF THE WOMAN - HOW SHOULD MOST VIABLE EMBRYOS BE SELECTED AT THE FIRST TRANSFER?

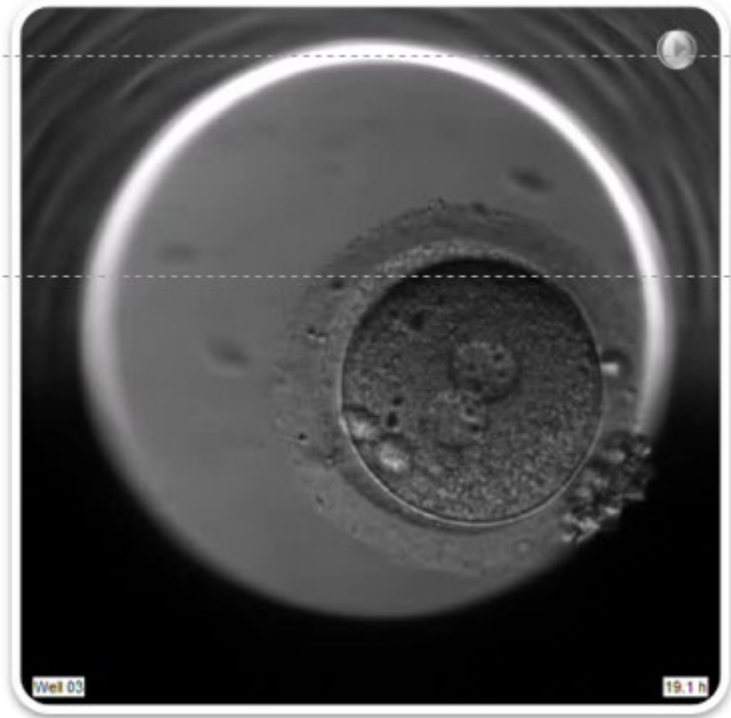
Percentage of euploid or normal embryos by age



Miscarriage rate by maternal age



# IMPROVED OUTCOMES USING TIME-LAPSE



Frequently captured images of an embryo result in a video showing the development

Artificial intelligence/deep learning algorithms to create automated objective embryo assessment tools

IMPROVED implantation rate <sup>1-4</sup>

REDUCED pregnancy loss<sup>1, 5, 6</sup>

SHORTENED time to pregnancy <sup>1</sup>

# INVESTMENT IN PRE-IMPLANTATION GENETIC TESTING (PGT)

- Licensing and commercialization agreement with Illumina Inc.
- Distribution of PGT kits in EMEA and Americas started early 2019. Option in Asia/Pacific
- PGT aids IVF clinics to avoid aneuploid embryos (abnormal number of chromosomes)
- Vitrolife will be able to offer both PGT technologies and time-lapse
- Vitrolife will develop new generation PGT products
- Upfront payment of 13 MUSD. Accretive to revenue 2019 of approx 10% and EBITDA of 3-5%



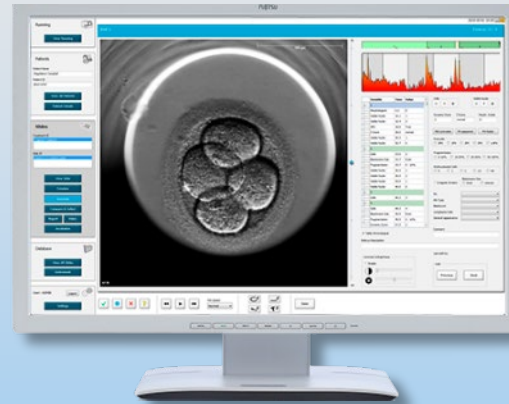
# PRODUCTS AND SOFTWARE TO REDUCE THE TIME TO PREGNANCY - AI FOR EMBRYO ASSESSMENT



Time-lapse



Genetics



Embryo selection



Successful result

# TREATMENTS & TECHNOLOGY THAT ARE INCREASING

- Time-lapse
- Pre-implantation genetic testing
- Cryo-preservation


# AGING EGGS AND CHROMOSOME ISSUES

September 2018

Human Fertilisation & Embryology Authority

## Should I freeze my eggs?

A guide to the latest information and statistics on egg freezing in the UK



www.hfea.gov.uk

Bloomberg Businessweek

# FREEZE YOUR EGGS, FREE YOUR CAREER

A new fertility procedure gives women more choices in the quest to have it all

Byline: Andrea W. J. working woman

KOHNENSTUNG DER POLITIK WIRTSCHAFT WISSEN UND KULTUR

# DIE ZEIT

## Dürfen Firmen Familien planen?

Praxis: Welchen Einfluss haben Firmen auf die Karriere? Was hat das mit der Familie zu tun? Und was hat das mit der Karriere zu tun? Und was hat das mit der Familie zu tun?

### SOCIAL EGG FREEZING IS A GROWING TREND AMONG WOMEN PROFESSIONALS ACROSS THE GLOBE

## EGGSURANCE

Pathekar, who practices at Lila Hospital and is one of the pioneers of IVF clinics in India, established the 1st Assisted Laser Fertilisation Unit in India and has helped thousands of women patients bring home happiness and keep a balance between family and their careers.

This phenomenon came to light in India in the media when former Miss World, Diana Hayden revealed that her daughter Arya Hayden was born out of the eggs she froze 8 years ago with the help of Dr. Nandita Dasgupta. "From my eggs for 8 years I was very clear I was going to wait to fall in love, get married and have a baby. After marriage she found out that she had endometriosis (a chronic condition) and her frozen egg gave her a chance for motherhood."

THERE IS A 5-STEP PROCESS INVOLVED, SAYS DR. HIRANSHI PAI, REPRODUCTIVE SPECIALIST WHO PRACTICES AT LILA HOSPITAL, MUMBAI AND FORTIS HOSPITAL, DELHI AND IS PIONEER IN INTRODUCING VARIOUS REPRODUCTIVE TECHNIQUES IN INDIA.

—1ST STEP—is to explain the process, involve, risks and chances for success.

—2ND STEP—is to screen for infectious diseases, including HIV, Hepatitis B & C.

—3RD STEP—is a course of fertility medicines, development of follicles monitored with ultrasound examinations and blood tests.

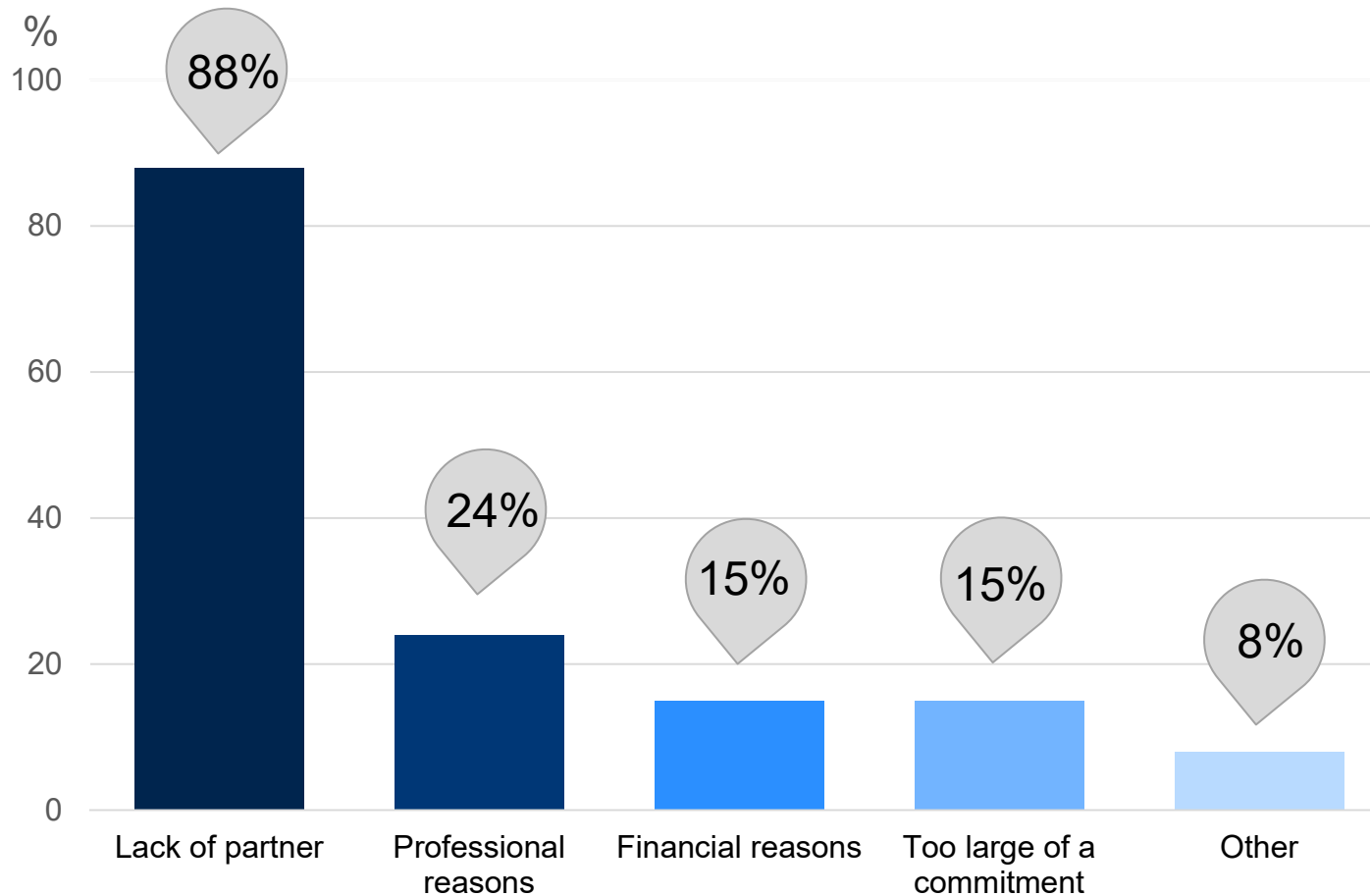
—4TH STEP—is to retrieve mature eggs in an ultrasound procedure.

—5TH STEP—the eggs are frozen and stored in liquid nitrogen.

When a woman is ready to become pregnant, her eggs are thawed and fertilized with a partner's or donor sperm.



# REASONS THAT EGG FREEZING WOMEN CHOSE TO DELAY CHILDBEARING



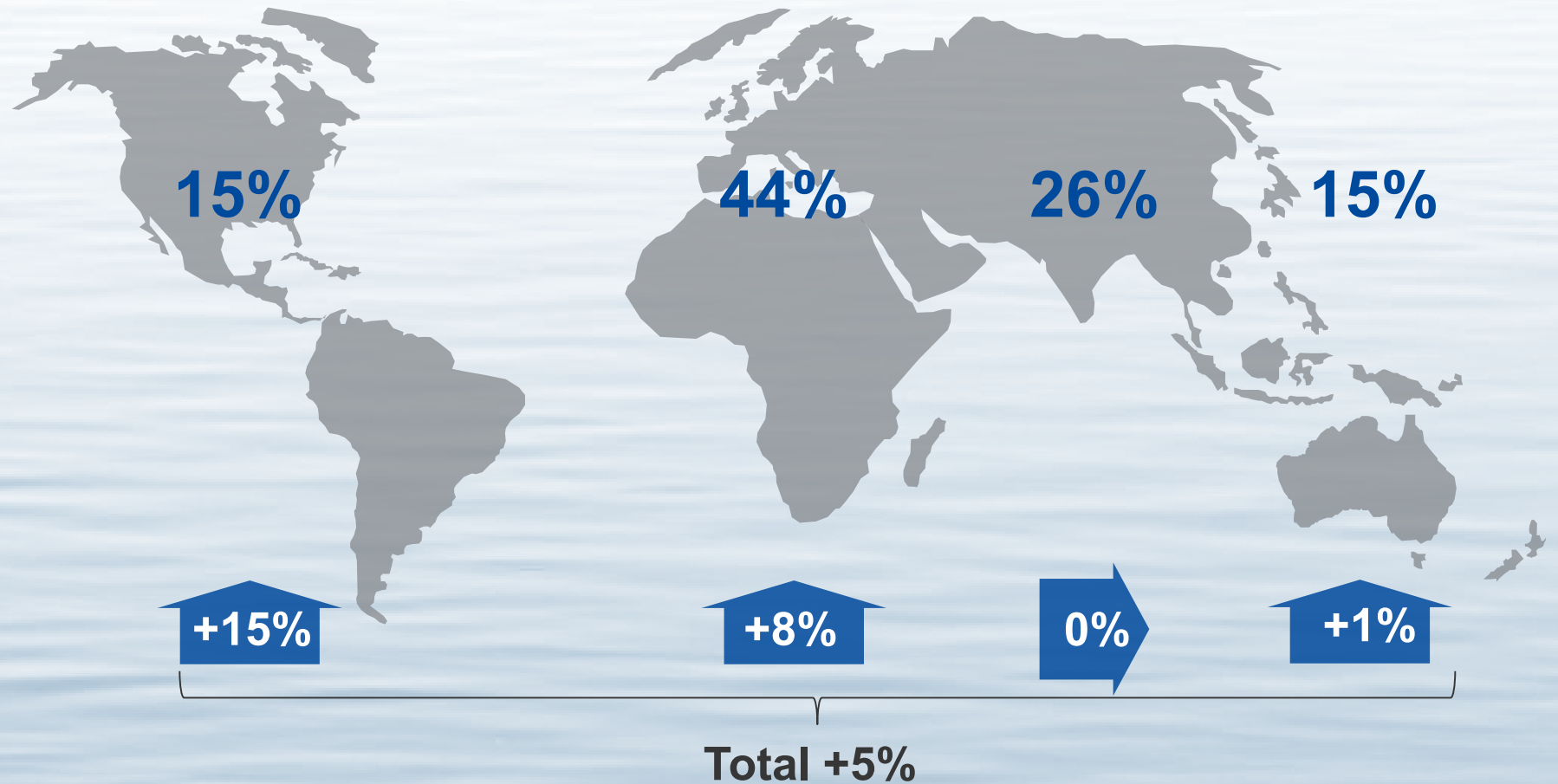
# SUMMARY 2018

- Sales of 1 151 MSEK (1 046) equals +10% in SEK
- Sales increased by 5% in local currency
- EBITDA of 479 MSEK (42% margin)
- Market approval for EmbryoScope+ in the US and EmbryoScope in China
- License and commercialisation agreement with Illumina Inc

# SALES AND GROWTH PER MARKET REGION

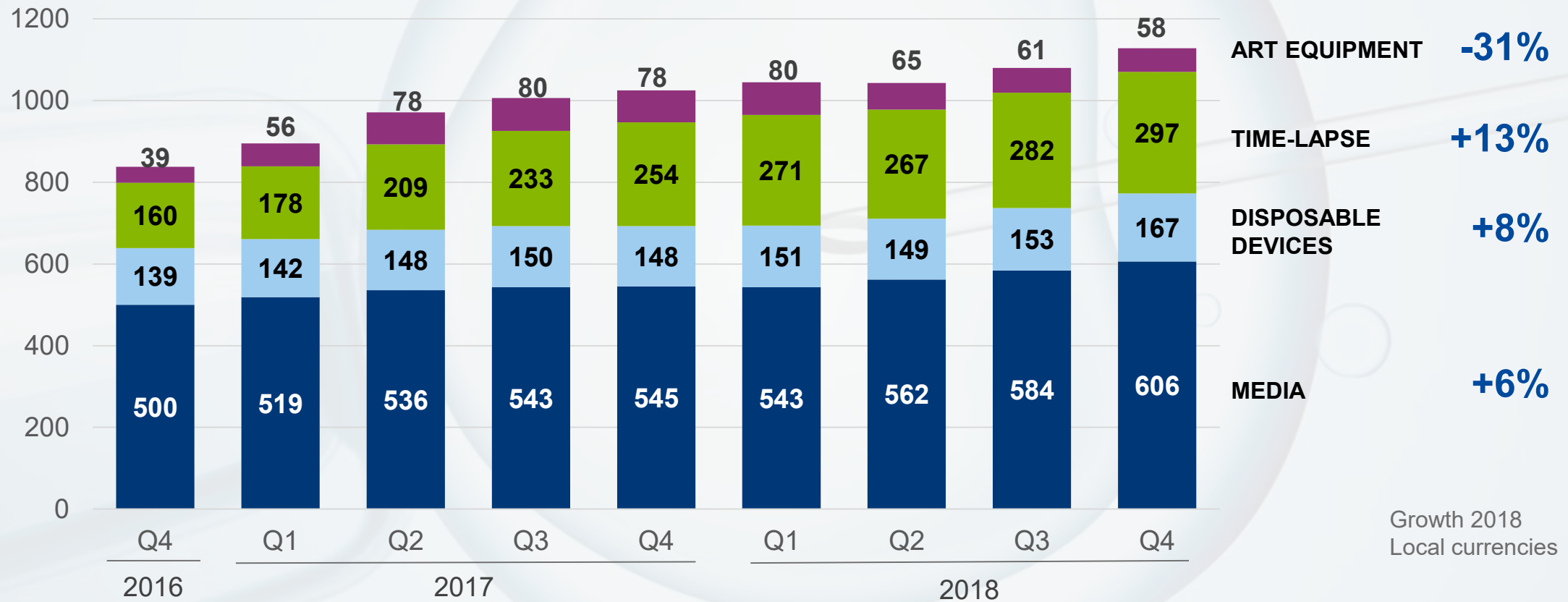
SHARE OF  
VITROLIFE'S **SALES**  
ROLLING  
12-MONTHS

**2018 GROWTH RATE**  
COMPARED TO LAST  
YEAR IN LOCAL  
CURRENCIES



# SALES AND GROWTH PER BUSINESS UNIT

SEK millions, rolling 12m



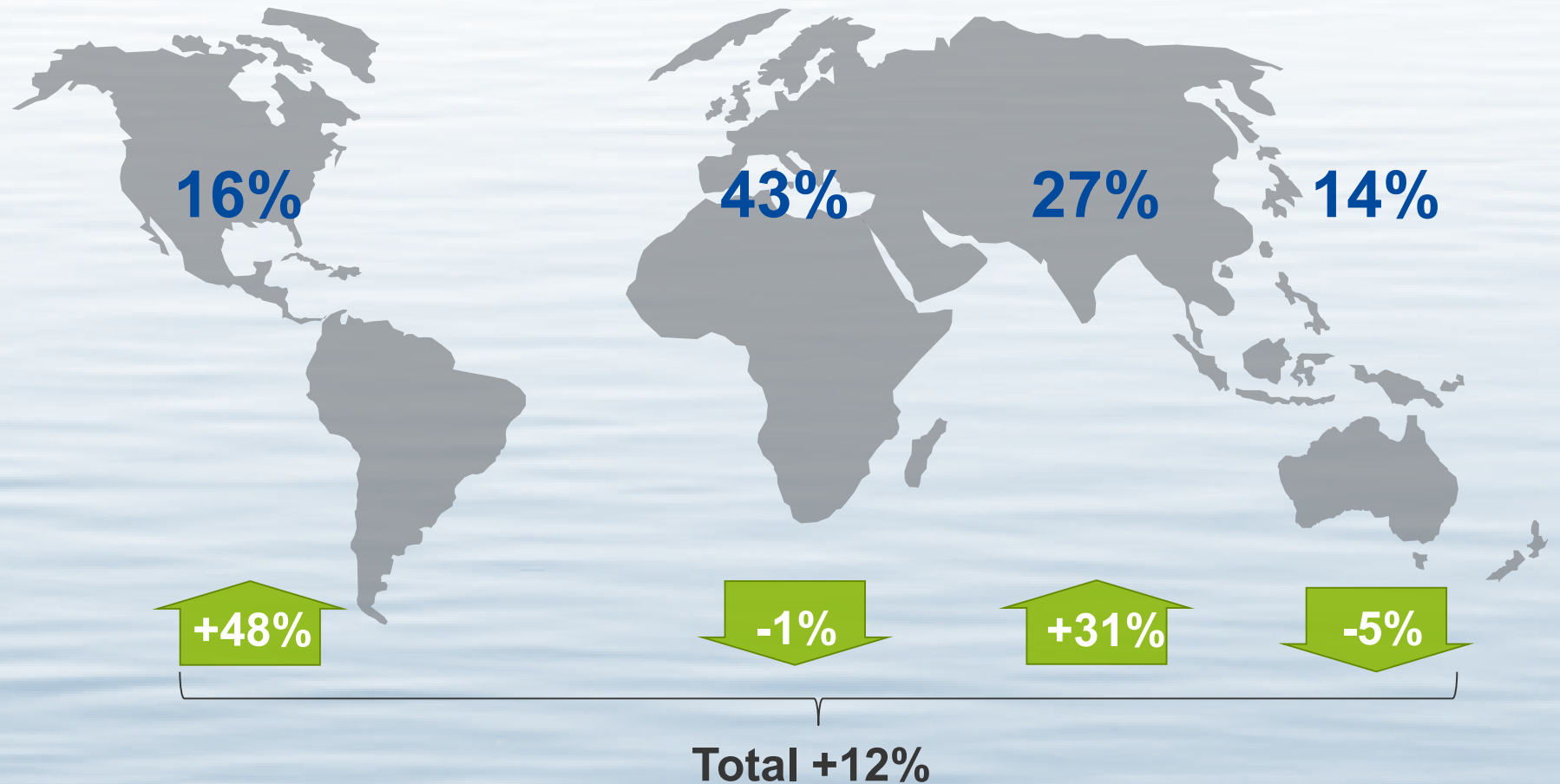
# SUMMARY Q1

- Sales of 312 MSEK (264) equals +18% in SEK
- Sales increased by 12% in local currencies, whereof 4% organic growth
- EBITDA of 126 MSEK (40% margin)
- Market approval for EmbryoScope+ in China
- Acquisition of rights to technology to assess embryos based on time-lapse films using artificial intelligence ("AI") and collaboration agreements for further development of the technology.

# SALES AND GROWTH PER MARKET REGION

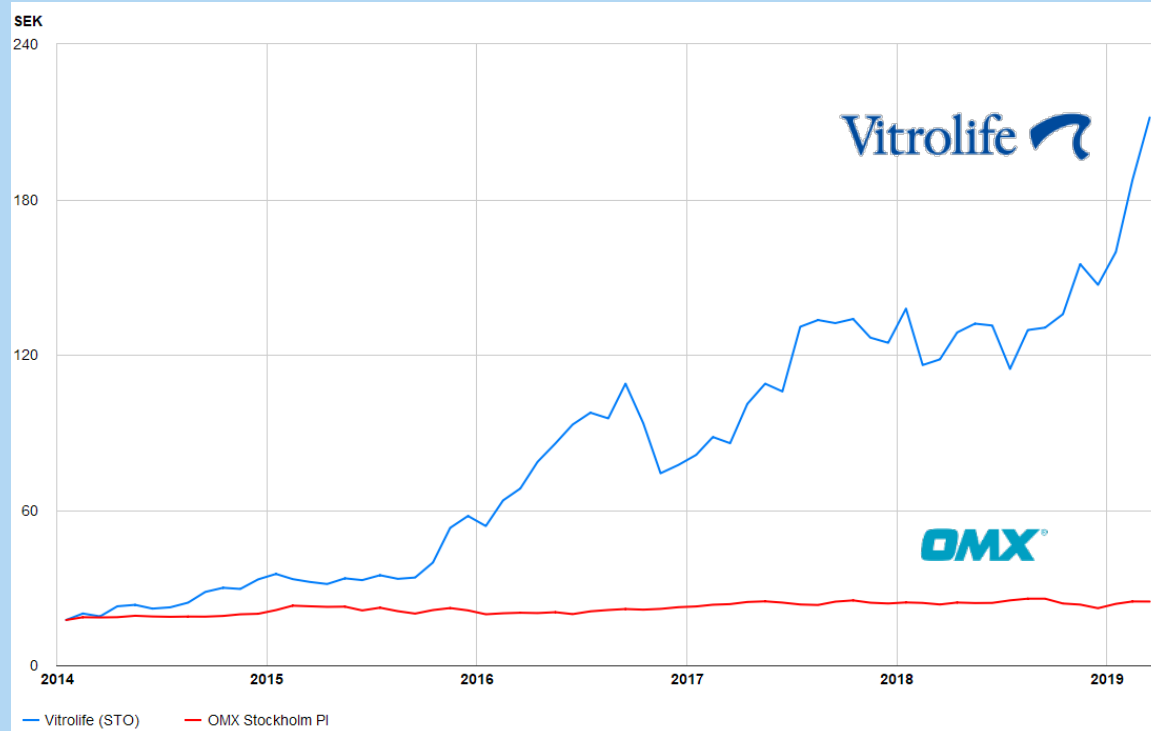
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# THE SHARE

## SEK / SHARE



- Listed on NASDAQ Stockholm Large Cap
- Market value: ~23 billion SEK

## LARGEST OWNERS

31 March 2019

1. William Demant Invest A/S	24.6%
2. Bure Equity AB	19.0%
3. State Street Bank and Trust Co, W9	11.0%
4. BNY Mellon SA/NA (former BNY)	2.6%
5. Lannebo Fonder	2.3%
6. CBNY-Norges Bank	2.1%

# OUTLOOK

- Long-term market growth 5-10% in monetary terms
- Expansion of sales
- Broadening the product offering



## **DISCLAIMER**

This presentation contains estimates and forward-looking statements, which reflect the Management's current views with respect to the market, certain future events and financial performance. Although the statements are based upon estimates the Management believes to be reasonable, there is no assurance that these statements are correct or will be achieved. The most important strategic and operative risks regarding Vitrolife's business and field are described in the Management report, in the Annual Report. These are primarily constituted by macro-economic risks, operational risks and financial risks.