



VITROLIFE GROUP™

EXCELLENCE IN REPRODUCTIVE HEALTH

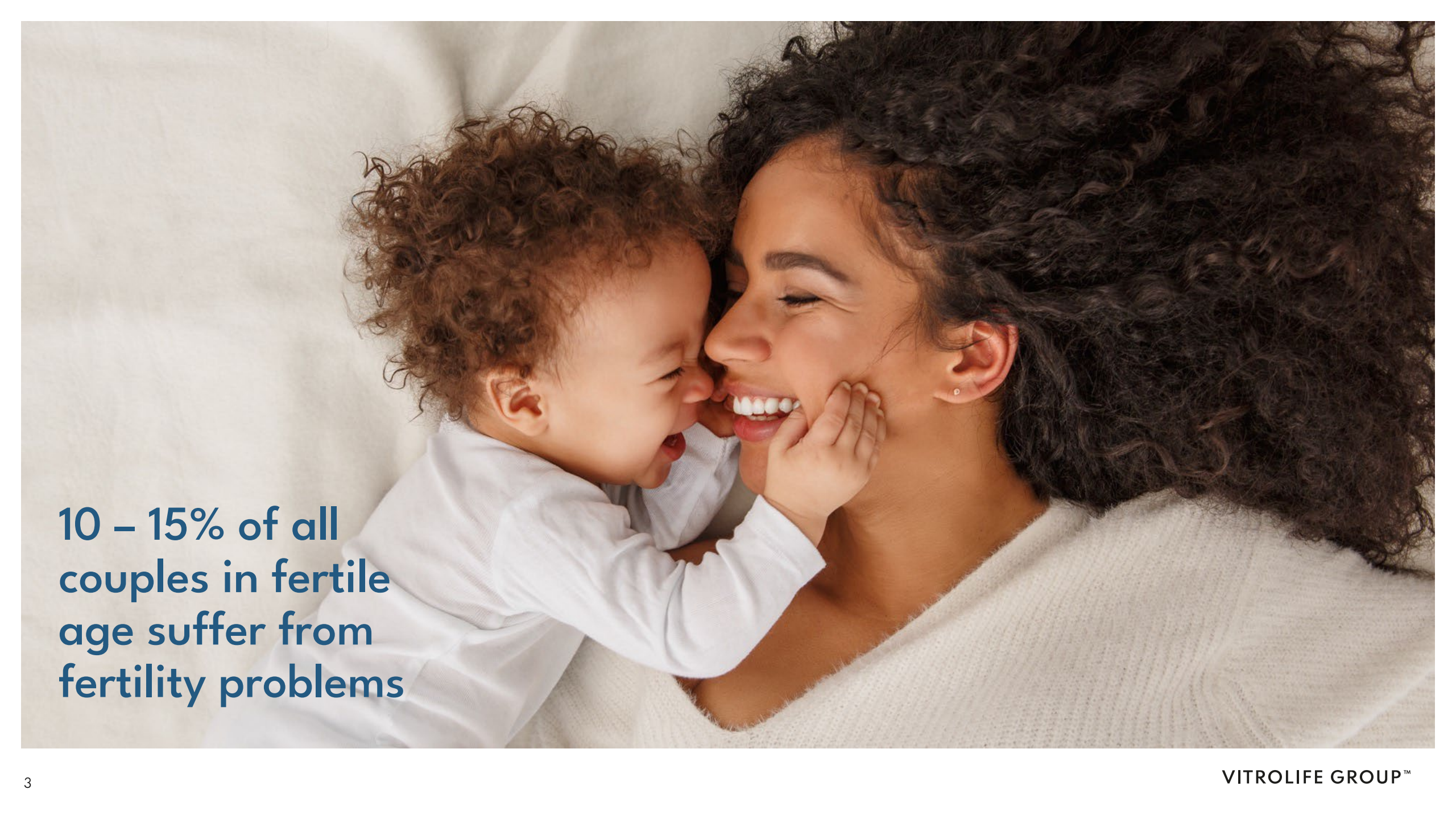
VITROLIFE GROUP™

Vitrolife AB (publ)

Patrik Tolf, CFO

Jefferies London Healthcare Conference

15-17 November 2022

A close-up photograph of a woman with dark, curly hair and a white sweater, smiling warmly while holding a baby with curly hair. The baby is wearing a white shirt and is also smiling, with its hands near the woman's face. The background is a soft, out-of-focus white fabric.

**10 – 15% of all
couples in fertile
age suffer from
fertility problems**

Vitrolife Group - Excellence in reproductive health



Vitrolife 

IVF medical
devices

Founded **1994**



Igenomix[®]

Reproductive
genetic testing
services

Founded **2011**



Employees
~1,100

Sales per year
~SEK 3 BN

Vitrolife AB (publ) listed on
NASDAQ
Stockholm Large Cap

Strong underlying growth with solid drivers in the IVF market

Demographic & social trends

- Delay in motherhood
- Social acceptances and awareness of IVF
- Lifestyle and social changes

Technical improvements

- Improvement in IVF lab procedures (i.e. incubation system)
- Use of genetics
- Vitrification techniques

Favorable regulation

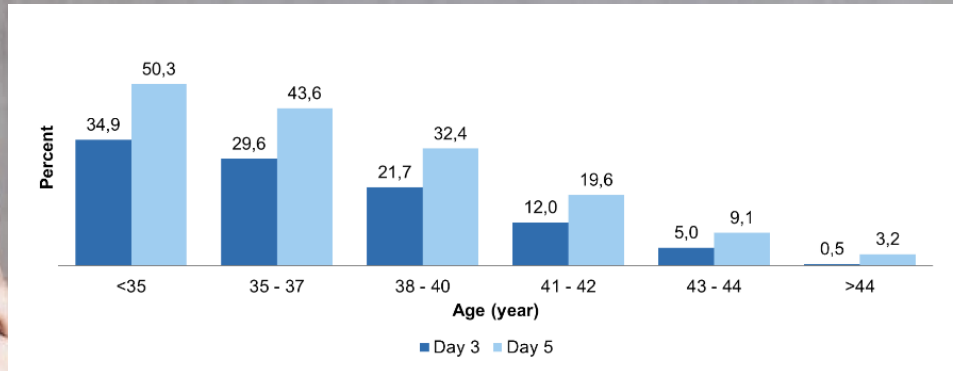
- Increase of alternative treatments (i.e. egg donation)
- Use of genetics
- Access to IVF (i.e. same sex couples)

Reimbursement and insurance coverage

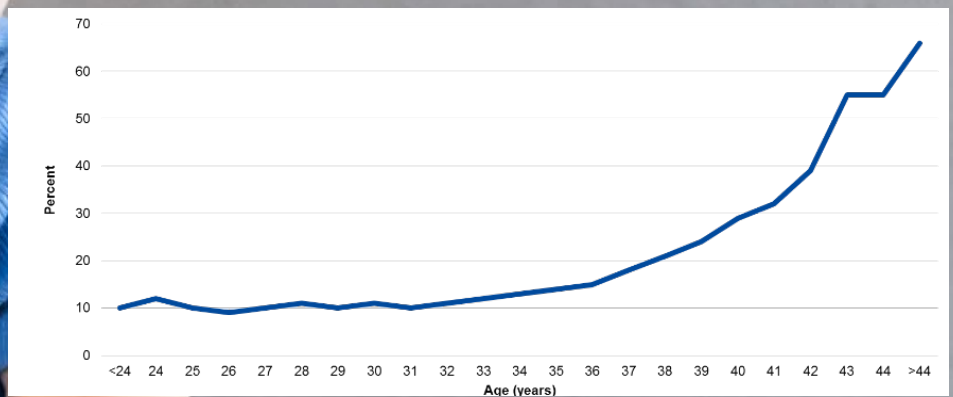
- Public reimbursement programs
- Commercial insurance coverage
- Speciality benefit programs (SBM) are gaining traction in US

Age is a critical factor for success

Day 3 and Day 5 embryo transfers that resulted in live births by age

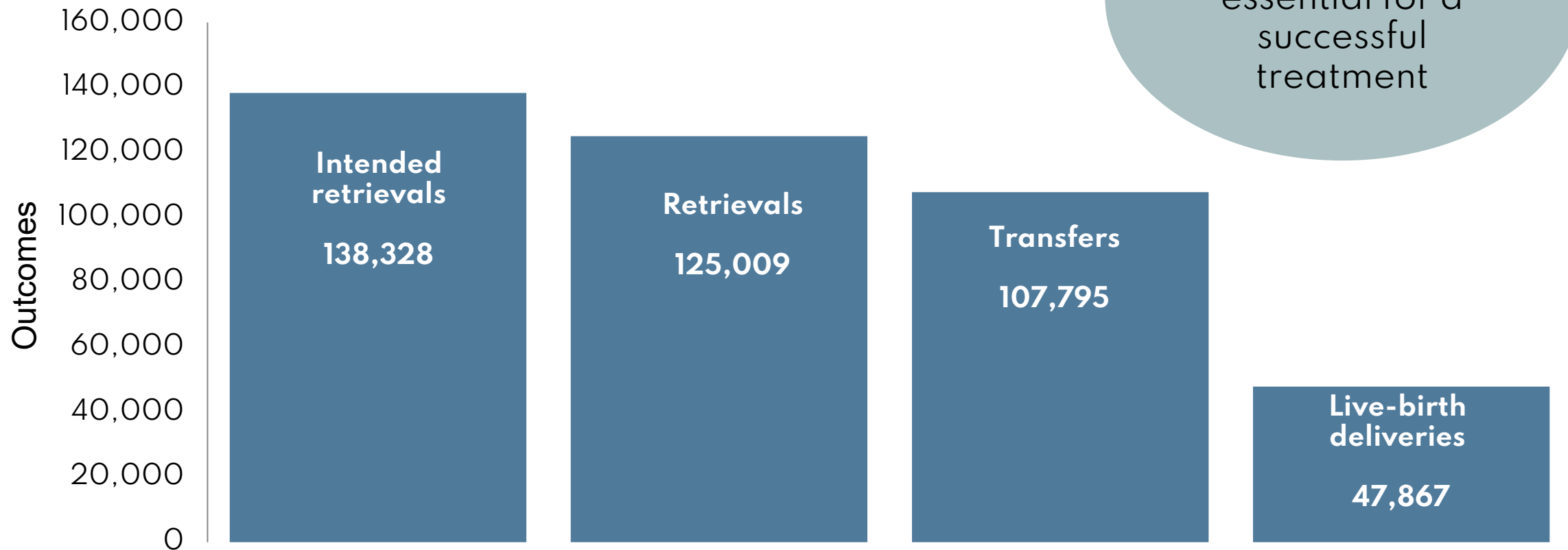


Percentages of ART cycles that resulted in miscarriage by age



Success Rates “STEP BY STEP”

Outcomes of ART Cycles Using Fresh Nondonor Eggs or Embryos

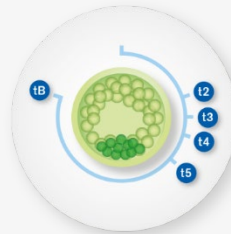


Innovative embryo evaluation and leading diagnostic tool to find window of implantation

Two of the strongest names within reproductive health into one platform to achieve successful treatment outcomes



Two methods for embryo evaluation



Algorithms based on the timing of specific events observed by time-lapse technology



DNA sequencing to determine the chromosome complement

Combination improves successful treatment outcomes

Vitrolife

Best-in-class device portfolio

Igenomix

Leadership in reproductive genetic testing

The Right Embryo



Embrace



MitoScore



PGT-A



PGT-M

The Right Timing



ERA



ALICE

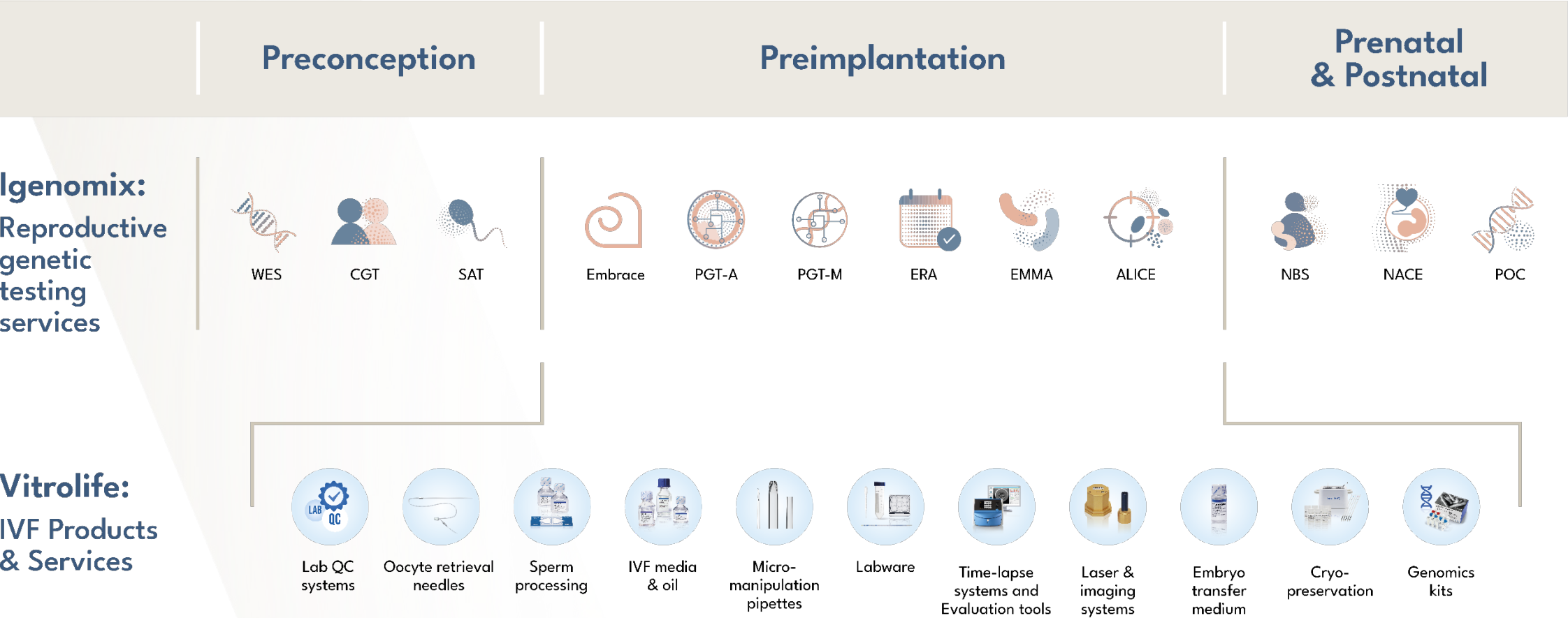


EMMA



Endome Trio

Excellence in reproductive health – our unique offer



Three Business Areas



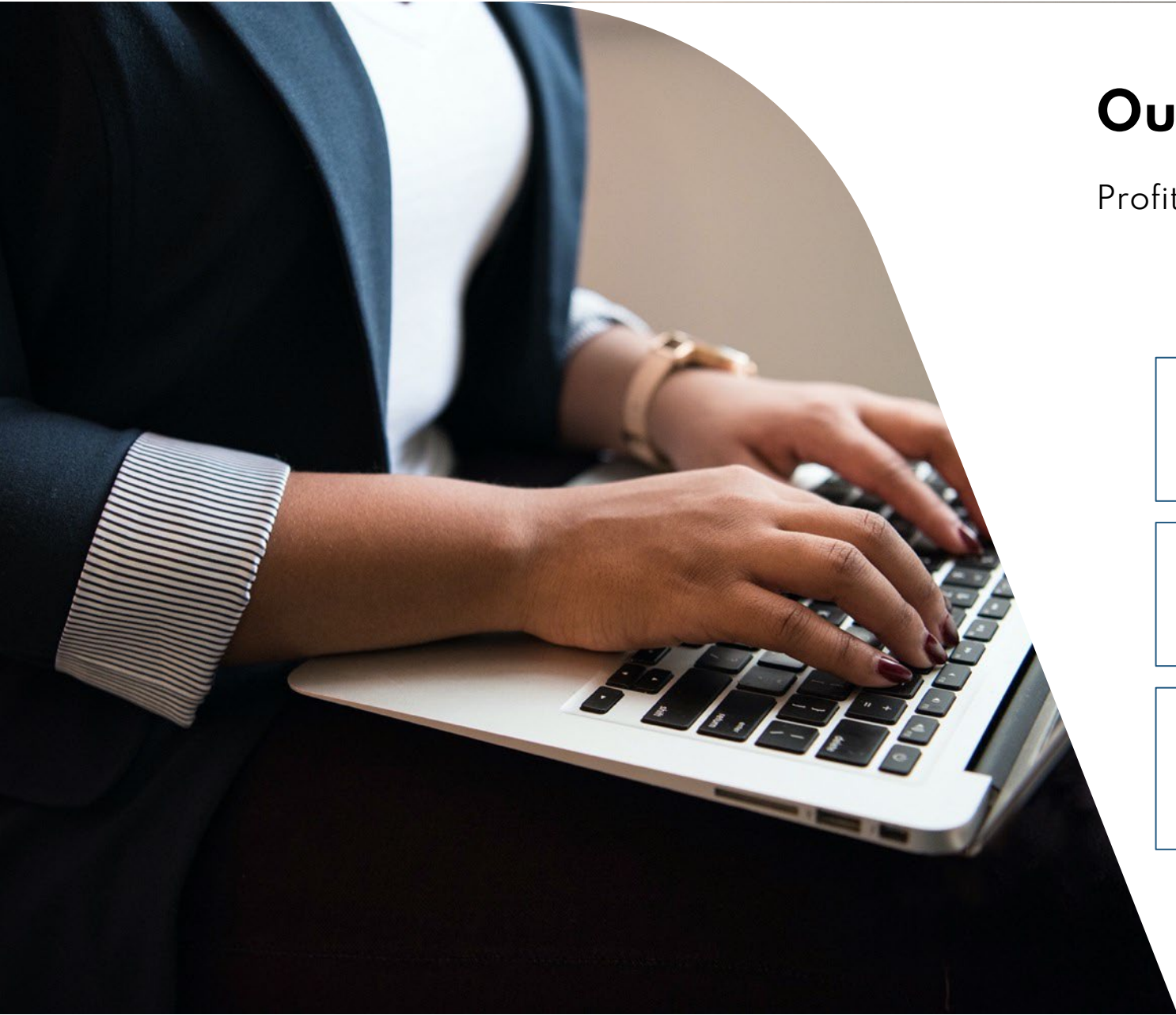
Media, cryo products, disposable devices and genomic kits.



Incubation, time-lapse evaluation, laser and QC systems.



Reproductive genetic testing services.



Our financial objectives

Profitable growth

SALES GROWTH

+20%

*In local currencies,
average 3 years*

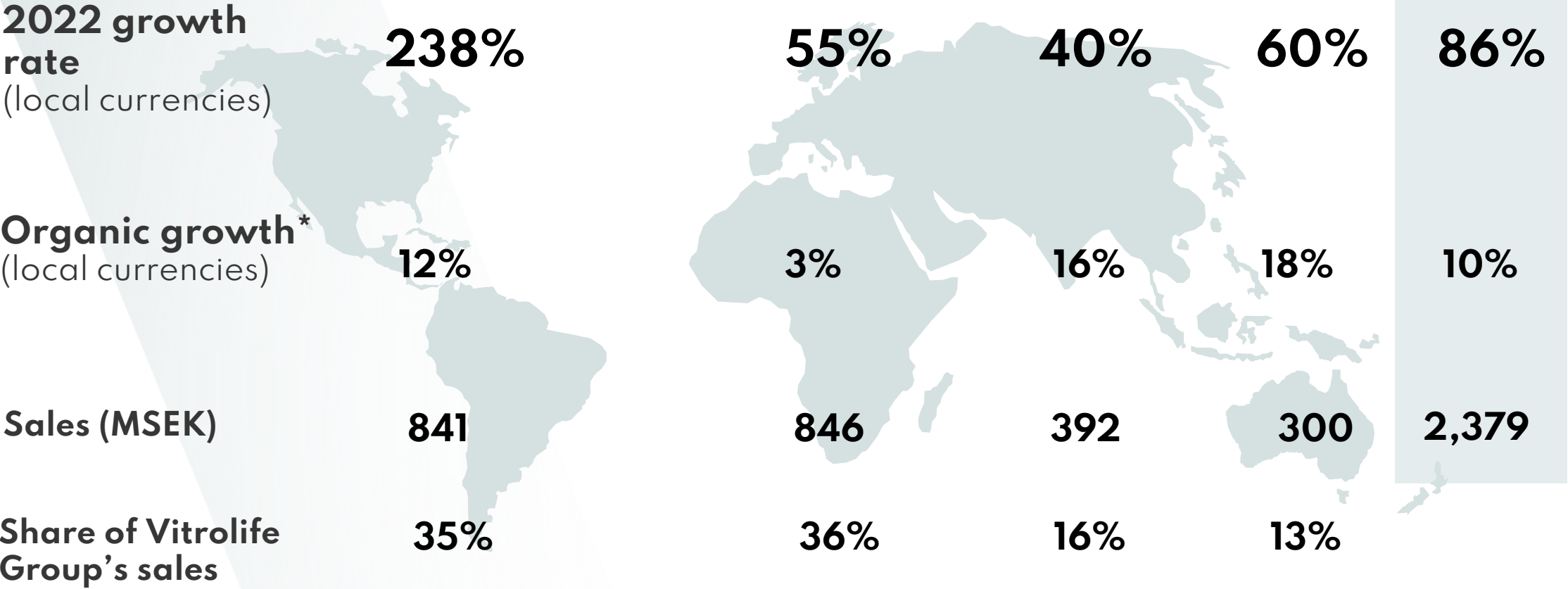
EBITDA MARGIN

>30%

NET DEBT/EBITDA

<3

Sales and growth per market region, 2022



* pro forma excluding Covid-19 tests

Long-term outlook

Broadening the product and service offering

Long-term market growth **5-10%** in monetary terms

Expansion of sales



Thank you!

Contact: Patrik Tolf, CFO, ptolf@vitrolife.com, +46 31 766 90 21
investors@vitrolife.com

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.

