

# VITROLIFE GROUP™

Vitrolife AB (publ)

Pre-silent call prior to Q4 2025

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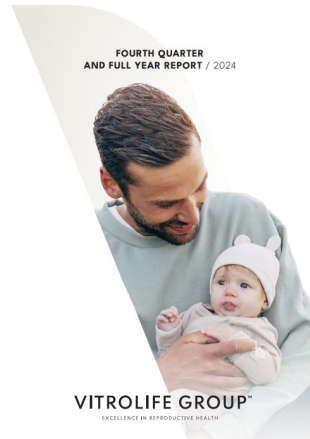
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# Vitrolife announces genetic services restructuring program targeting annualised savings of 65 MSEK and recognises a 5.4 BSEK goodwill impairment

- Vitrolife conducts a strategic review of its genetic services portfolio and markets.
- Decided to:
  - discontinue two genetic test lines (GPDx and NACE)
  - exit low profit markets within the genetic services business.Together, this accounts for 2-3% of the Group's revenue.
- Restructuring costs of 55 MSEK will be recorded in Q4 2025.
- Expected to impact approximately 6% of Vitrolife's workforce.
- Targeting annualised savings of 65 MSEK, expected to have a positive impact in the first half of 2026, and to reach full effect at the end of the third quarter of 2026.
- As a result of the strategic review, Vitrolife will, in accordance with IFRS accounting standards, record a SEK 5.4 billion impairment in Q4 2025 relating to goodwill associated with the Igenomix acquisition.
- The impairment is a consequence of the outcome of the strategic review showing lower than expected market growth for parts of the genetic services product portfolio and an increased discount factor (WACC).

# Key factors to consider in Q4 2025

## 1. Strong comparable figures



Strong growth of Consumables and Technologies in Q4 2024.

EBITDA margin exceptionally high in Q4 2024 driven by positive product and market mix.

## 2. IVF Executive order



Update from the White house in the beginning of Q4 2025.

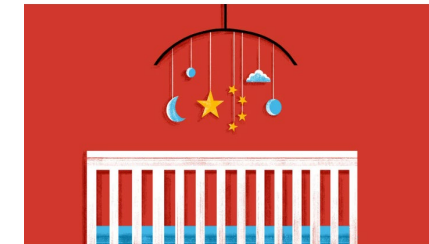
A slow steady pick up in IVF cycles.

Main momentum is in genetic services.

## 3. APAC cycle growth

### China's low-fertility trap

The one-child policy may be gone, but its harmful effects linger



Very little signs of recovery in Asia.

Despite improving reimbursement in key markets, the overall costs of raising a child in APAC appears to be impacting peoples desire to have children as cycles are below the global average.

# 1. Strong comparable figures

Strong net sales in Q4 2024 driven by high Consumables and Technologies revenue.

Strong gross profit and EBITDA margins due to the product and market mix and we also had a regional mix benefit in Q4 2024.



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\* Organic growth in local currencies

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## Reasons to invest in Vitrolife AB (publ)

- Underlying resilient market growth.
- High quality brands linked with outstanding service and support.
- Proven track record of profitable growth.
- Innovation and technology leader within fertility.
- Ambitious strategy and long-term objectives.

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