

A woman with long brown hair, wearing a light-colored knit sweater, is smiling and holding a baby. They are in a field of tall, golden-brown grasses. The background shows a blurred landscape with a body of water and a blue sky. The text "VITROLIFE GROUP™" is overlaid in white, bold, sans-serif font across the center of the image.

VITROLIFE GROUP™

EXCELLENCE IN REPRODUCTIVE HEALTH

VITROLIFE GROUP™

Vitrolife AB (publ)

Handelsbanken Life Science Innovation Day

30 August 2023



Bronwyn Brophy
CEO



Patrik Tolf
CFO

A photograph of a woman with long brown hair, wearing a light-colored knit sweater, smiling and holding a baby. The baby is wearing a white long-sleeved shirt and has dark hair. They are outdoors in a field of tall, dry grass under a clear blue sky. The text "1 in 6 people globally is affected by infertility" is overlaid on the left side of the image.

**1 in 6 people
globally is affected
by infertility**

Source: World Health Organization (WHO)

VITROLIFE GROUP™

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 (e.g. incubation system)
- Use of genetics
- Cryopreservation techniques (e.g. vitrification)

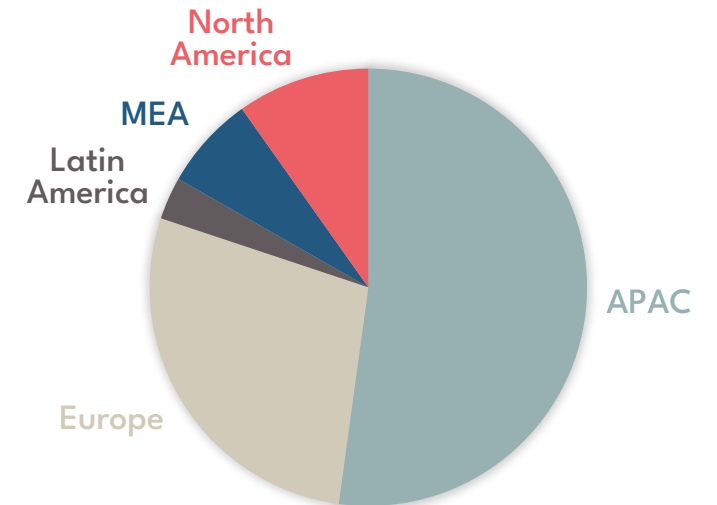
Favorable regulation

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

Reimbursement and insurance coverage

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

Top 5 markets worldwide



~5,500 fertility clinics

2022 - A year of transformation to the Vitrolife Group

VITROLIFE GROUP™



Vitrolife was founded and the first IVF product, an ICSI medium, was launched



Acquisition of Igenomix

Vitrolife and Igenomix forms the Vitrolife Group

1994

2006

2013

2014

2016

2019

2021

2022

Acquisition of Swemed Lab

Acquisition of HertART Aps

Acquisition of Unisense FertilTech A/S

Acquisition of Octax Microscience GmbH and MTG Medical Technology Vertriebs-GmbH

Acquires AI technology for embryo assessment



VITROLIFE GROUP™

EXCELLENCE IN REPRODUCTIVE HEALTH



Best-in-class IVF
medical devices
portfolio

Founded **1994**



Leadership in
reproductive
genetic testing services

Founded **2011**

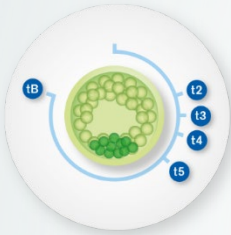


Employees
~1,100

Sales 2022
3,234 MSEK

Vitrolife AB (publ) listed on
NASDAQ
Stockholm Large Cap

Innovative embryo evaluation



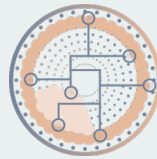
Two methods for embryo evaluation



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



Biopsy:



PGT-A



PGT-M

Non-invasive:



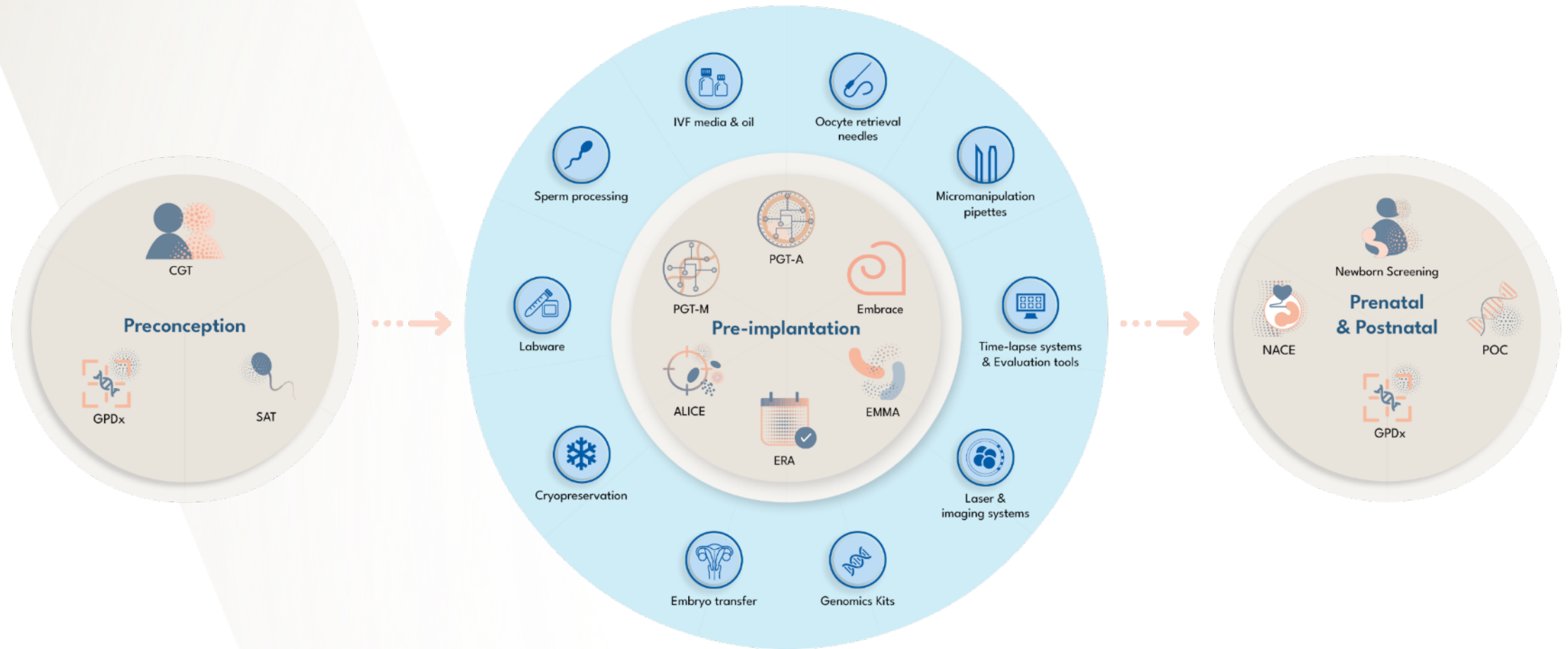
Embrace

DNA sequencing to determine the chromosome complement

- **Standard of care**
- **Combination improves successful treatment outcomes:**
 - Combined embryo evaluation
 - Non-invasive test (biomarker)
- **Workflow optimization**
 - Ease of use and consistency

Supporting clinics in every step of the reproductive health journey

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



Igenomix:
Reproductive genetic testing services

Vitrolife:
IVF Products & Services

Operating structure Vitrolife Group

Executive Management and Group Functions
Finance, Legal, IT, Strategy and HR & Sustainability

Global Sales & Marketing
Commercial excellence, Customer Services, Vitrolife Group Academy



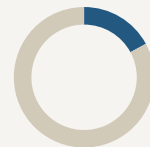
Media, cryo products, disposable devices and genomic kits.

Net sales 1,479 MSEK*
43% of total sales



Incubation, time-lapse evaluation and laser.

Net sales 567 MSEK*
17% of total sales



Reproductive genetic testing services.

Net sales 1,367 MSEK*
40% of total sales



Vitrolife Group

Vision with a purpose

To fulfil the dream of having a healthy baby.

Mission

To be the leading valued solution provider in reproductive health and to support customers with successful treatment outcomes.

Profitable growth

Annual growth average 3 years

20%

EBITDA margin

>30%

Net debt / EBITDA

<3



Superior customer experience

Improve workflow efficiency and reduce time to conception

Leading support and value-added services

Preferred partner with complete portfolio



Sustainable structure

Scalable global organisation and attractive culture

Sustainability in everything we do



Organisational excellence

Innovative scientific research and development

World-class operations and support processes



Extended capabilities

Acquisitions and collaborations to increase portfolio width

Integration and executional support

Our values:

Quality

Contribute

Forward

Together

Our vision with a purpose:

to fulfil the
dream of having
a healthy baby



Thank you!

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