

Fourth Quarter and Full Year Report/ 2023

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Vitrolife AB (publ)

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Q4 Highlights

IMPROVED MARGINS

Gross margin 56.9%

EBITDA margin 32.5%

TECHNOLOGIES
GREW BY
31%

NEW CORPORATE
STRATEGY TO
DRIVE LONG TERM
PROFITABLE
GROWTH

Continued growth with margin expansions

Fourth quarter

Sales

904 MSEK

(855 MSEK) +6% in SEK

Organic growth*

+5%

In local currencies

Gross margin

56.9%

(54.2%)

EBITDA

294 MSEK

Margin 32.5% (31.9%)

Operating cash flow

171 MSEK

(166 MSEK)

Full year 2023

Sales

3,512 MSEK

(3,234 MSEK) +10% in SEK

Organic growth**

+5%

In local currencies

EBITDA

1,136 MSEK

Margin 32.3% (32.5%)

Operating cash flow

757 MSEK

(636 MSEK)

Earnings per share

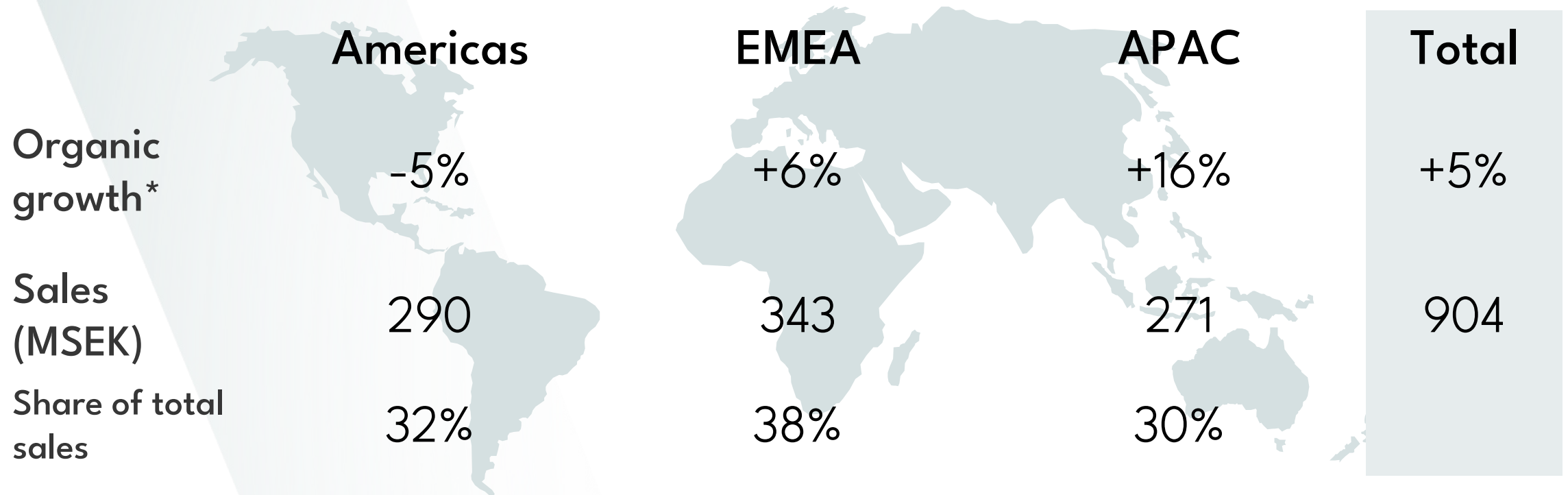
3,31 SEK

(2,91 SEK)

* Adjusted for impairment charge of SEK 4300 million

** Organic growth excluding discontinued business (Covid testing and GPDx China)

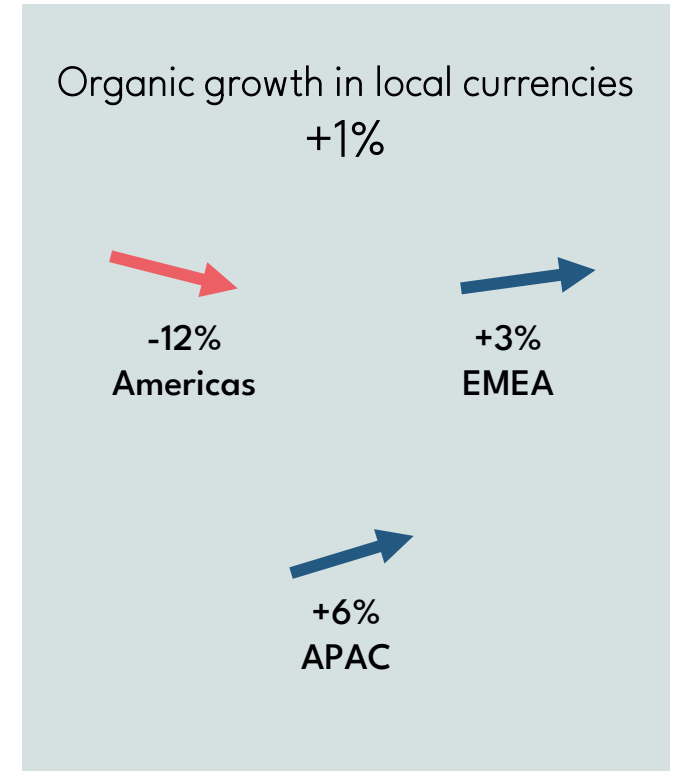
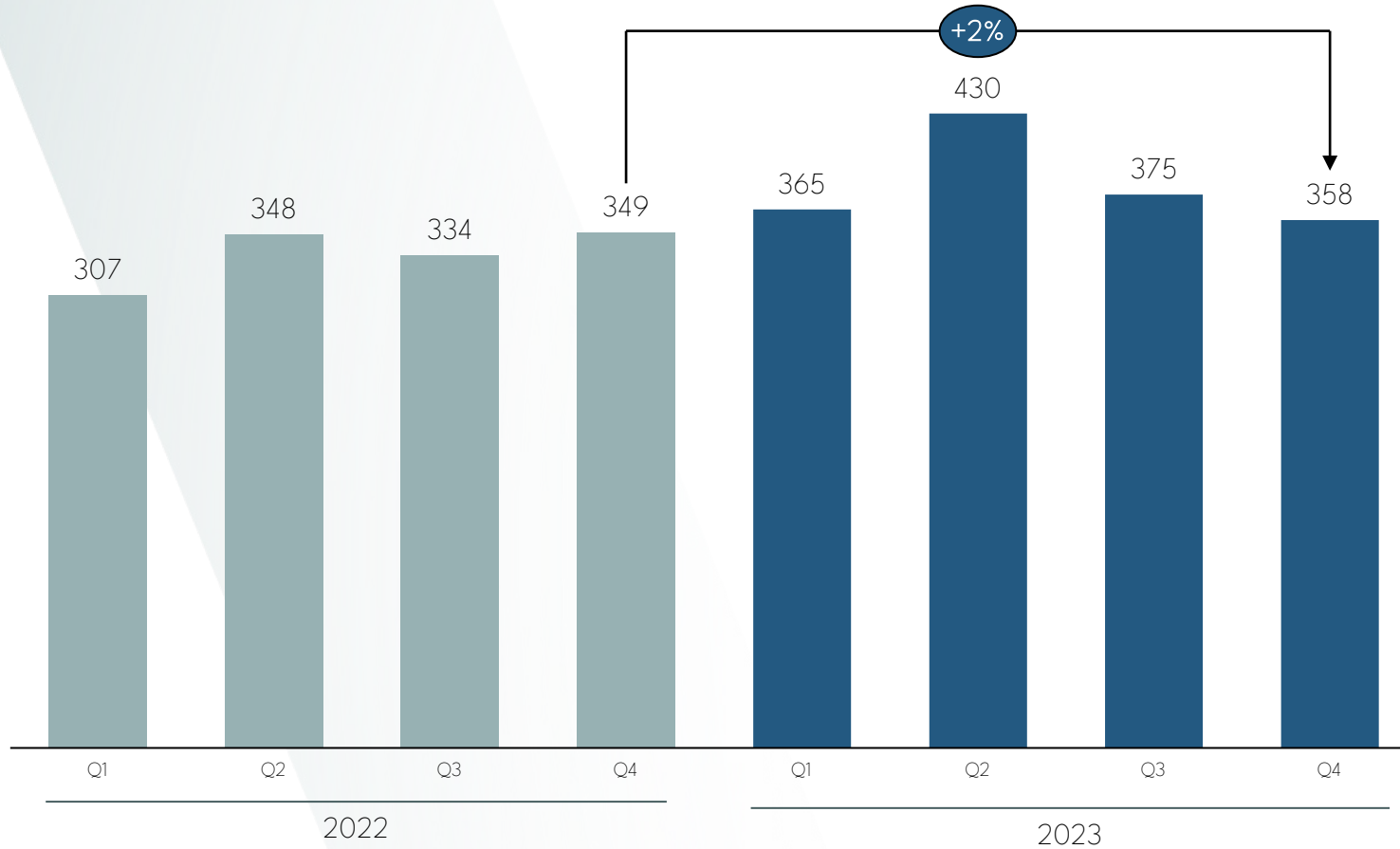
Sales and growth per geographical segment in local currencies



* Organic growth in local currencies

Consumables business area

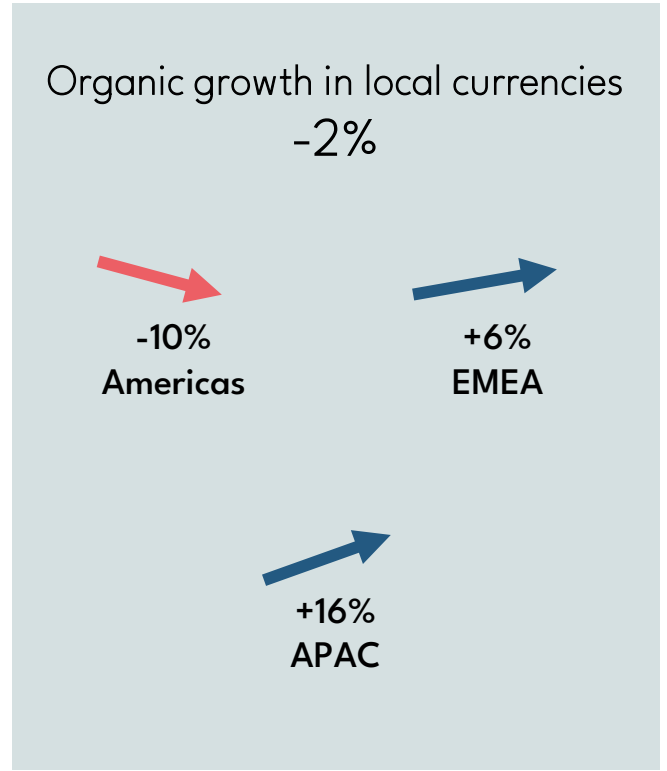
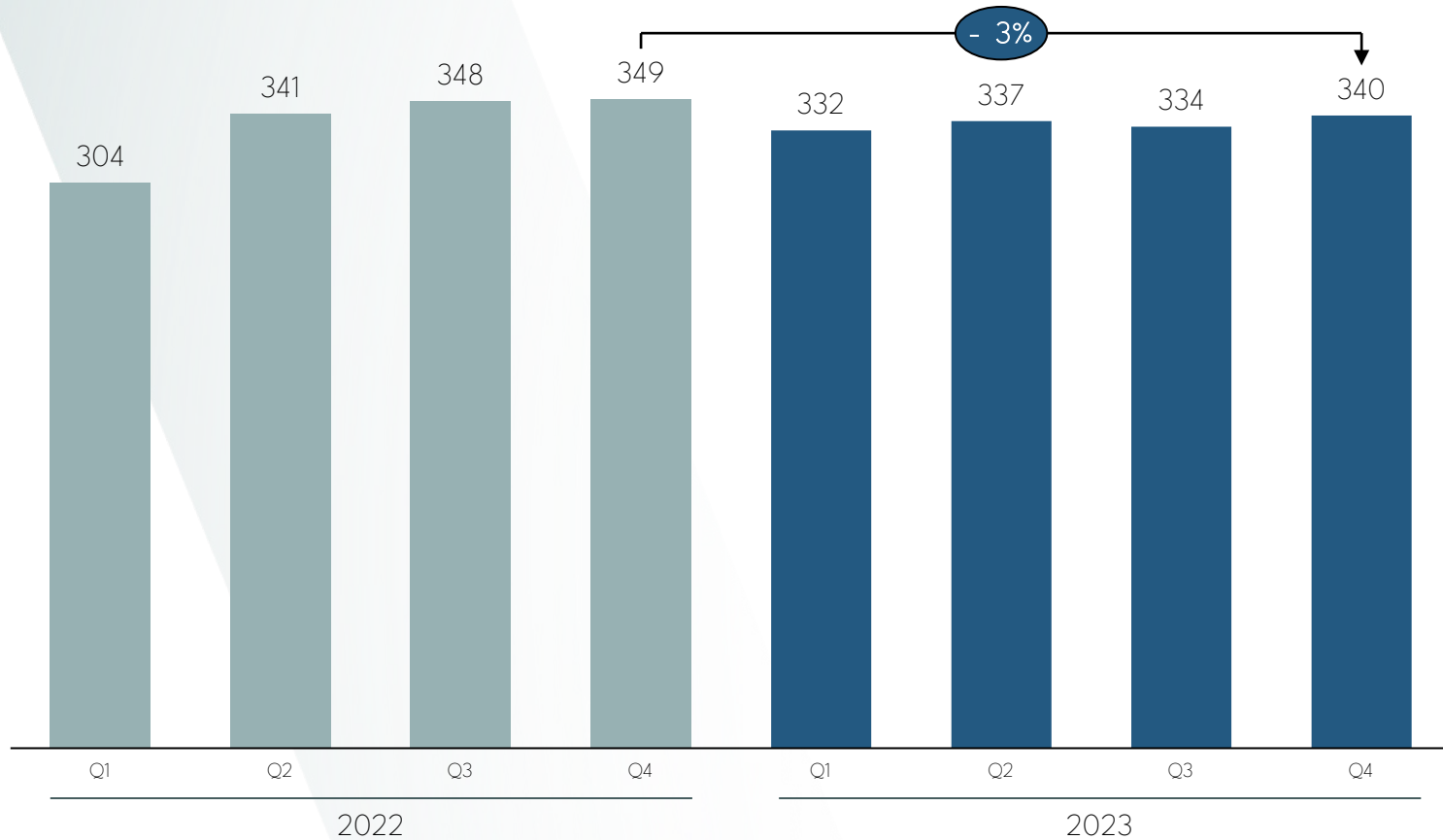
Growth of core consumables - Genomic kits declined second half of the year



Net sales, MSEK

Genetic Services business area

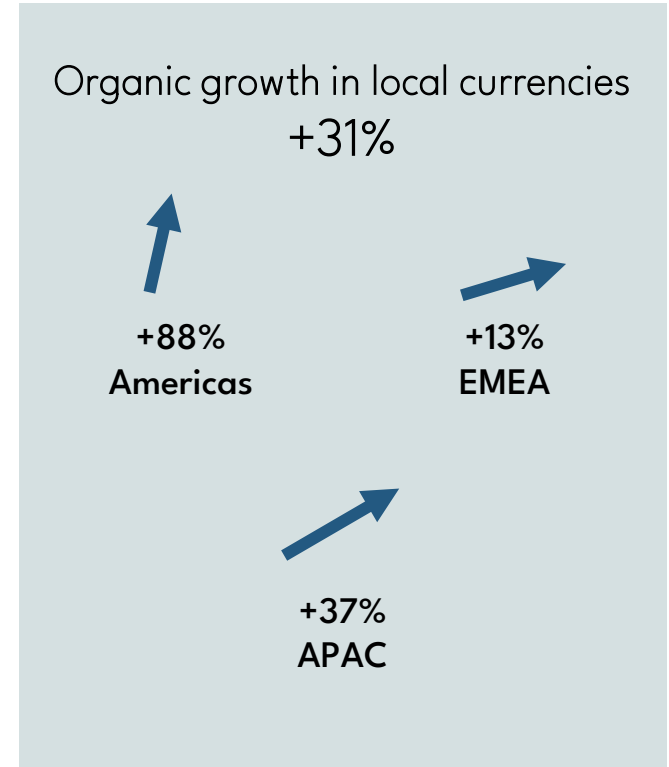
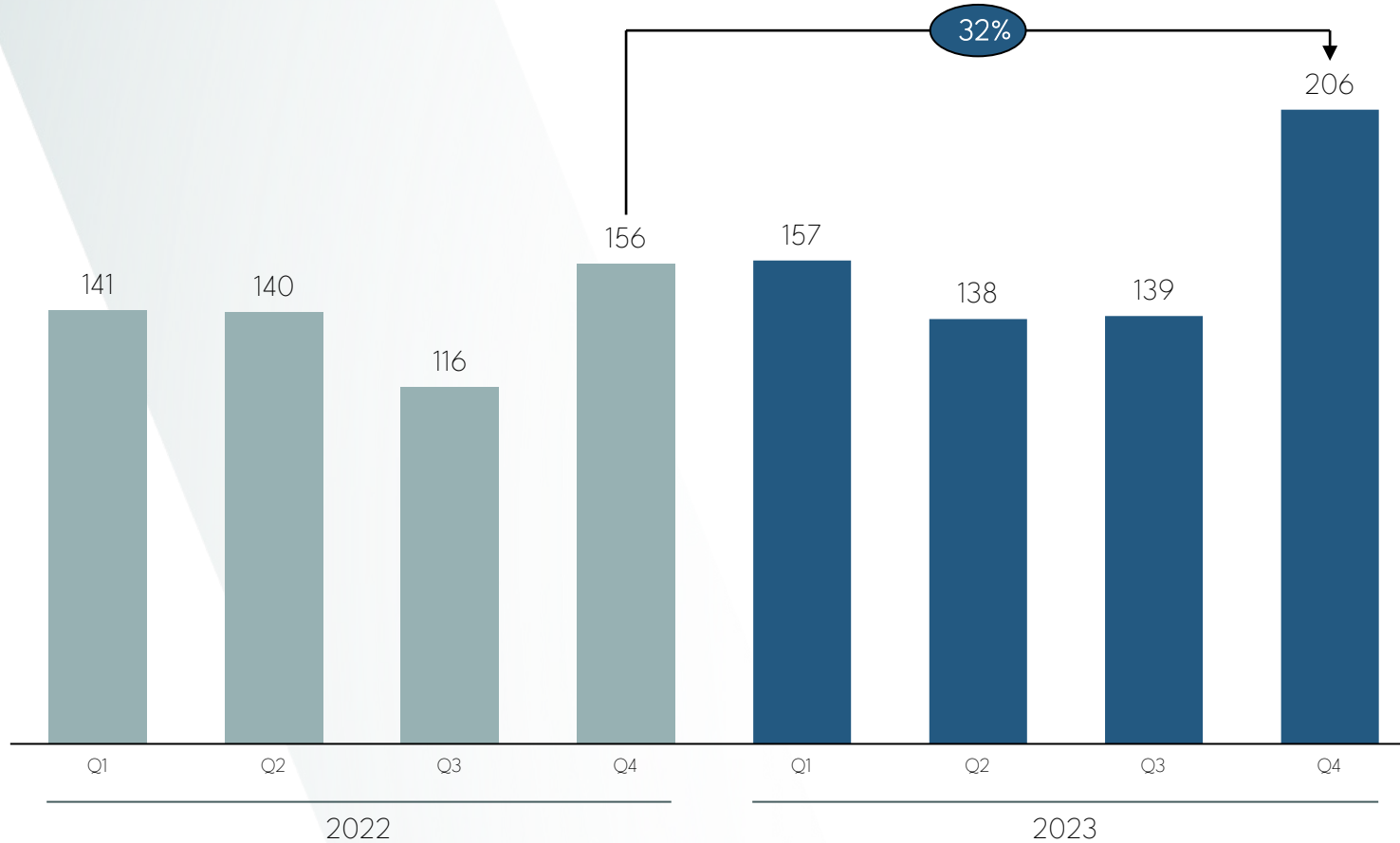
APAC and EMEA performing well, U.S. impacted by decline in ERA



Net sales, MSEK

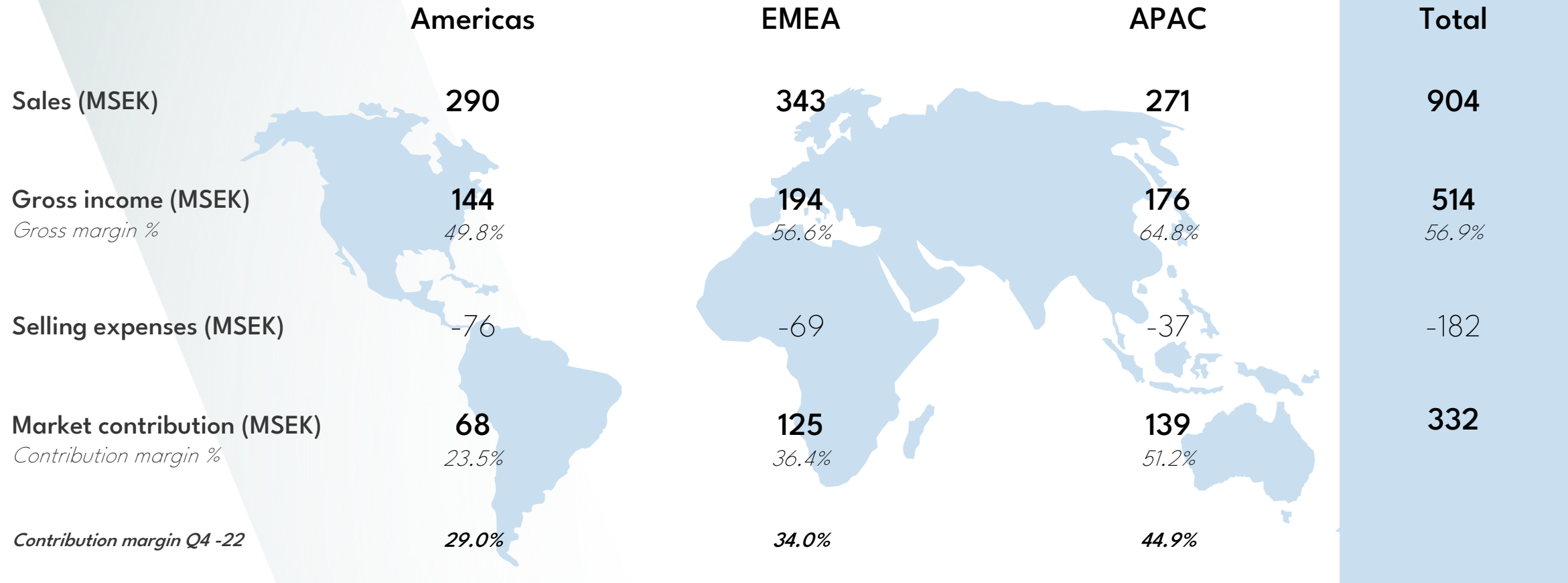
Technologies business area

Biggest quarter ever – double digit growth across all regions

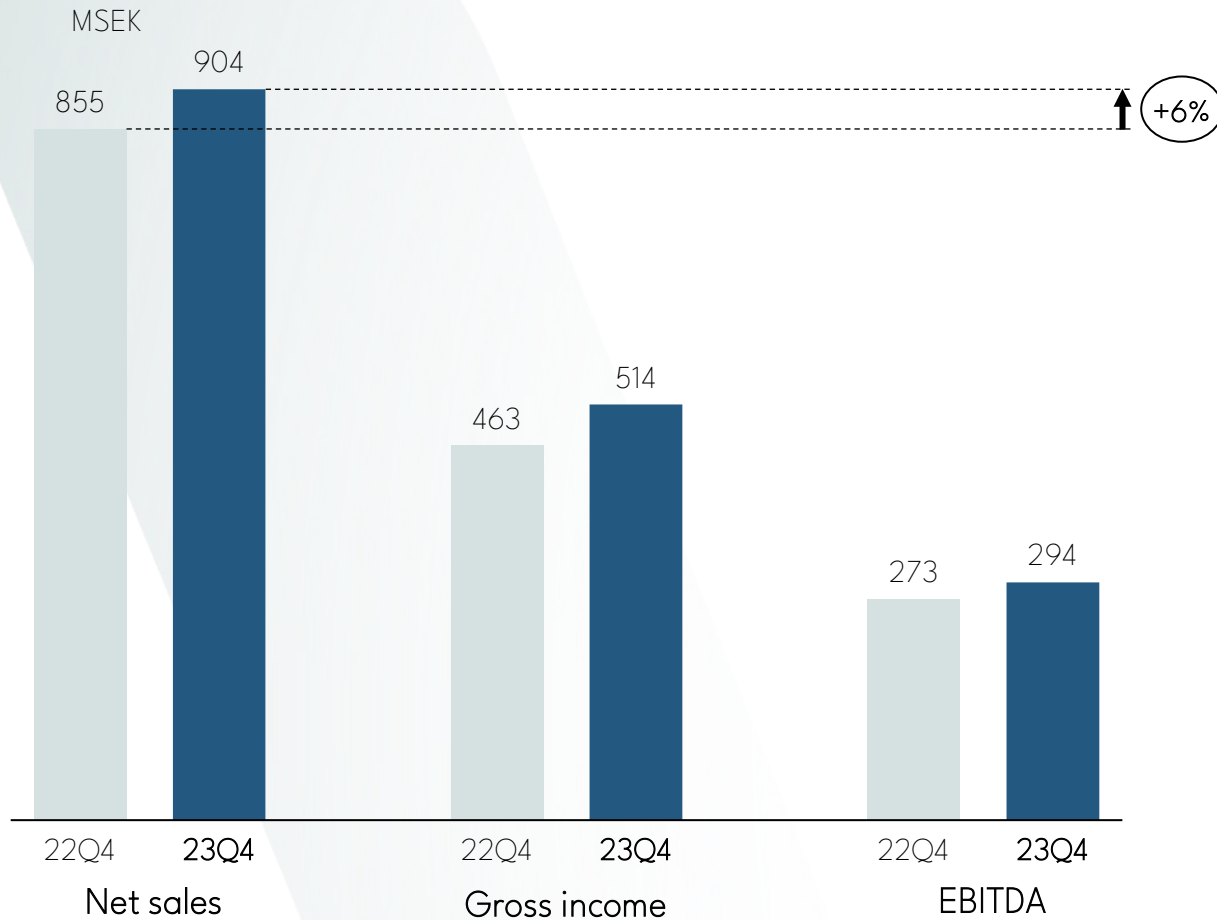


Net sales, MSEK

Geographical segments



Q4 financial highlights



Net sales of SEK **904** million (855), + 6% in SEK

- Organic growth in local currencies +5%
- Currency impact SEK 6 million +1%

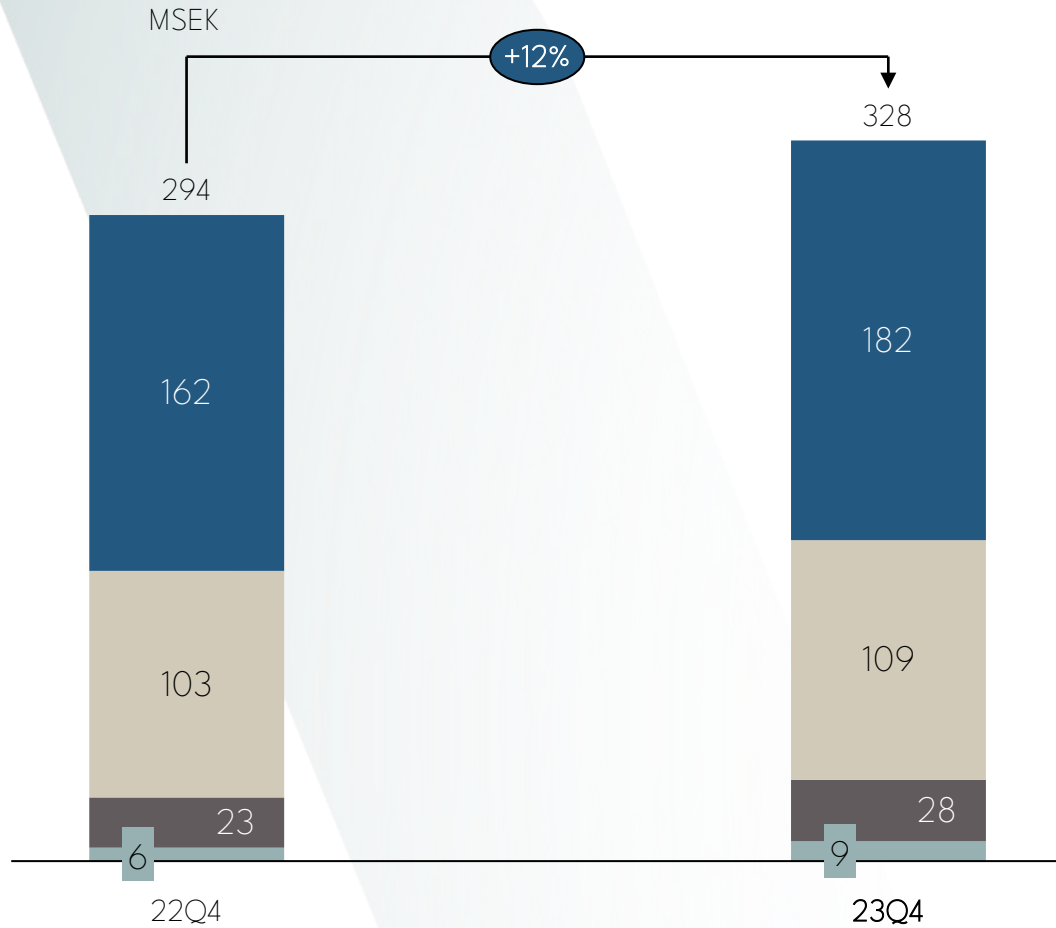
Gross income of SEK **514** million (463)

- Margin of 56.9% (54.2%)
- Higher sales of core Consumables and Technologies driving margin improvement
- Operational excellence in Genetic Service also impact positively.

EBITDA of SEK **294** million (273)

- Margin of 32.5% (31.9%).

Operating expenses



- Selling expenses
- Administrative expenses
- Research and development expenses
- Other operating income and expenses

Operating expenses increased by 12%

- Investment in commercial scale-up in high potential markets activities
- Administrative expenses on similar level
- Increase investment in R&D to accelerate time-to-market of new products in pipeline
- Increased travel cost, especially within Selling expenses.

Income statement adjusted for impairment charge

	Quarter 4		Full year 2023	
	Actual	Adjusted	Actual	Adjusted
Gross income	514	514	1,977	1,977
Operational expenses	-320	-320	-1,245	-1,245
Other operating income	4	4	5	5
Other operating expenses	-4,313	-13	-4,328	-28
Operating income	-4,115	185	-3,590	710
Financial income and expenses	-15	-15	-123	-123
Taxes	-49	-49	-139	-139
Net income	-4,179	121	-3,852	449

Key financials

	2023 Q4	2022 Q4		2023	2022
Sales, MSEK	904	855		3,512	3,234
Gross Margin, %	56.9	54.2		56.3	55.0
EBITDA	294	273		1,136	1,050
EBITDA Margin, %	32.5	31.9		32.3	32.5
Earnings per share, SEK *	0.89	0.55		3.31	2.91
Operating cash flow, MSEK	171	166		757	636
Net Debt / EBITDA rolling 12m				1.0	1.5
<i>Proposed dividend per share</i>				<i>1.00</i>	<i>0.85</i>

* Excluding impairment charge

Corporate Strategy Vitrolife Group

Market megatrends



Growth in demand



Labour and skills shortage



Consolidation



Regionalisation



Patient empowerment

Vision with a purpose

“Enable people to fulfil the dream of having a healthy baby”

Mission

“Be the leading global partner in reproductive health, striving for better treatment outcomes for patients”

Long-term growth and profit-targets

Annual organic revenue growth (in local currencies)

>10%

EBITDA margin

>33%

Net debt/ EBITDA

<3

Our values

Integrity

Quality

Innovation

Collaboration

1.

Own the platform connecting products and services

2.

Innovate to expand leadership

3.

Accelerate growth in key markets

4.

Optimise go-to-market model

5.

Drive operational excellence

Ensure sustainability in everything we do

VITROLIFE GROUP™

Going forward

Optimise our go-to-market model

Scale up in the US

Increase market share in core Consumables

Accelerate penetration of time-lapse globally

Capitalise on opportunities for Genetic Services outside of PGT-A





Q/A Session

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