

VITROLIFE GROUP™

Interim report Q3 / 2024

Vitrolife AB (publ)

24 October 2024

Bronwyn Brophy O'Connor, CEO

Patrik Tolf, CFO

Q3/2024 Highlights

Growth
+7%*

Consumables
+13%*

Genetic services
North America
+9%*

Improved growth with solid margins

Third quarter 2024

Sales

867 MSEK

(848 MSEK) +2% in SEK

Organic growth

+7%

In local currencies

Gross margin

58.6%

(55.7%)

EBITDA

289 MSEK

Margin 33.4% (33.9%)

Operating cash flow

206 MSEK

(214 MSEK)

Earnings per share

0.85 SEK

(0.90 SEK)

First nine months 2024

Sales

2,650 MSEK

(2,607 MSEK) +2% in SEK

Organic growth

+4%

In local currencies

EBITDA

888 MSEK

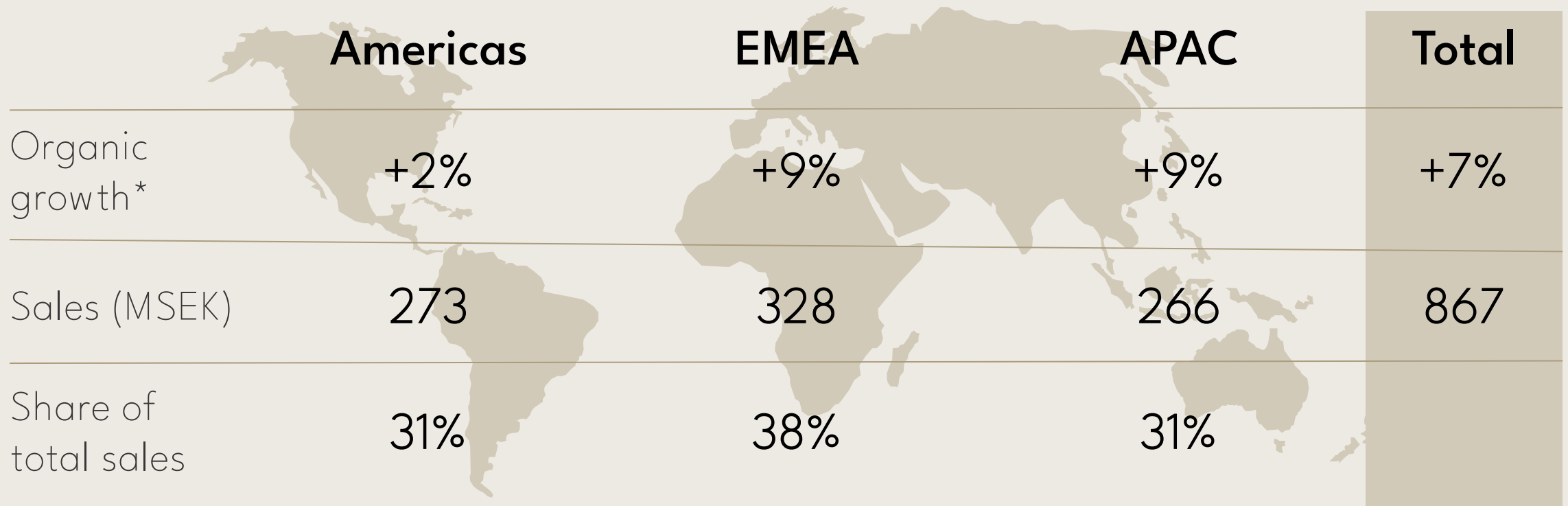
Margin 33.5% (32.3%)

Operating cash flow

640 MSEK

(586 MSEK)

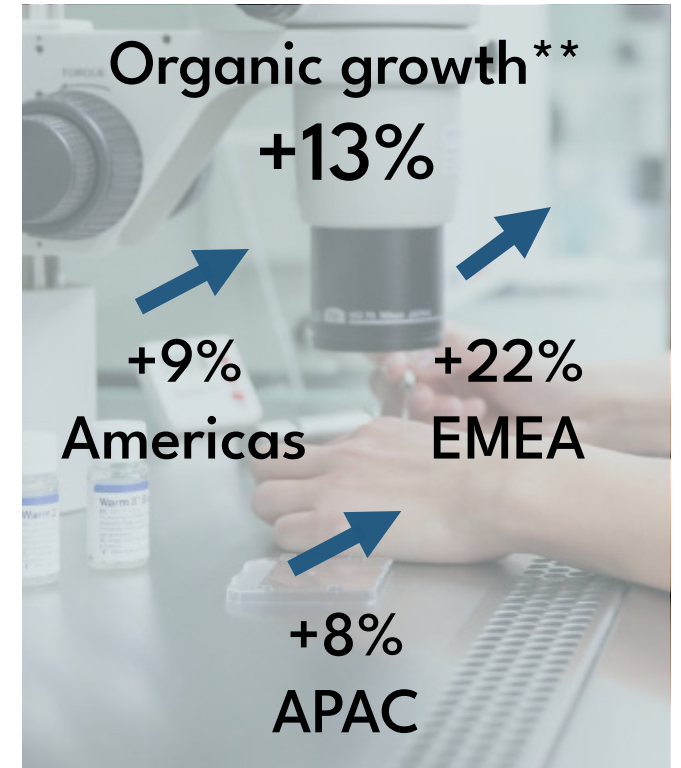
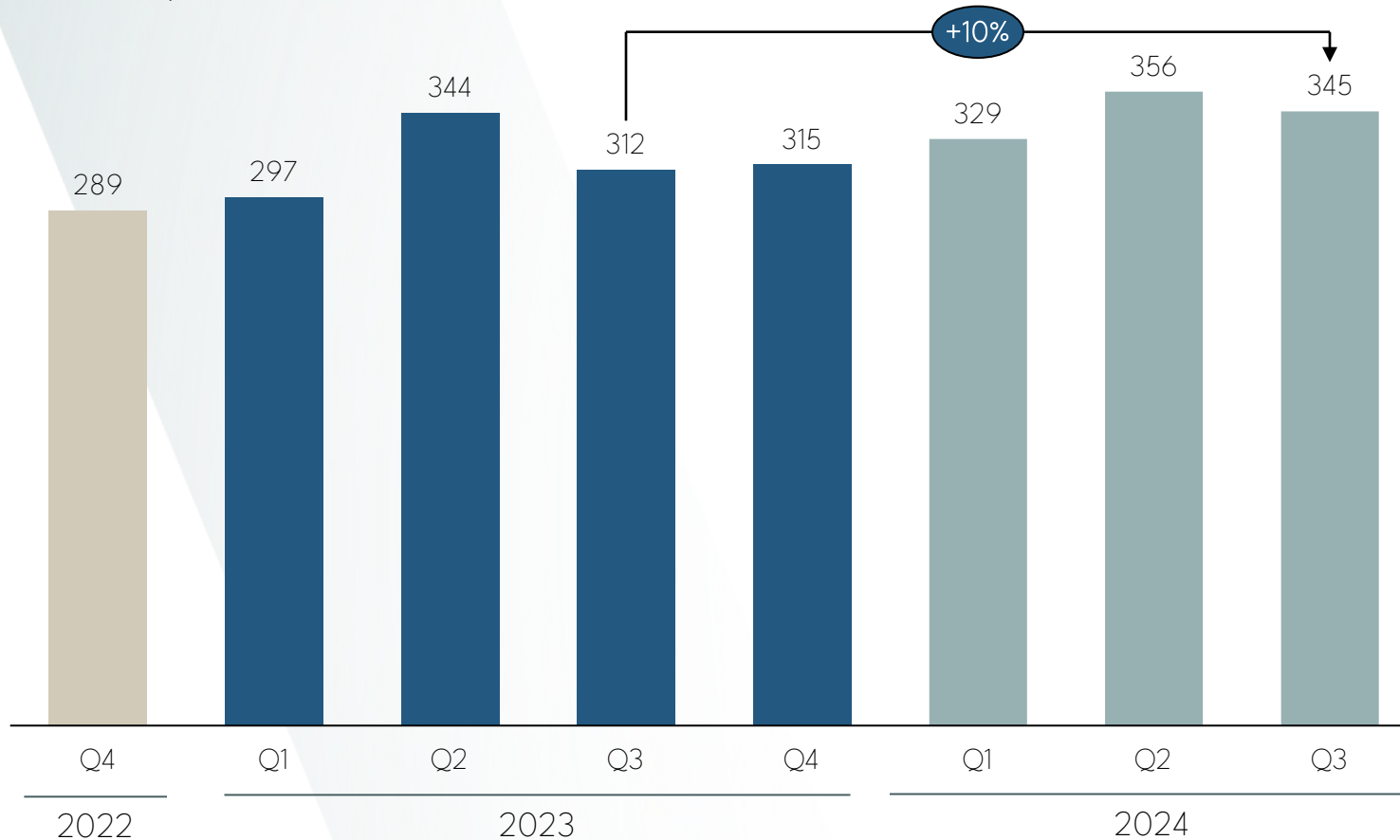
Sales and growth per geographical segment



Consumables business area

Strong momentum in all regions driven by media

Net sales*, MSEK

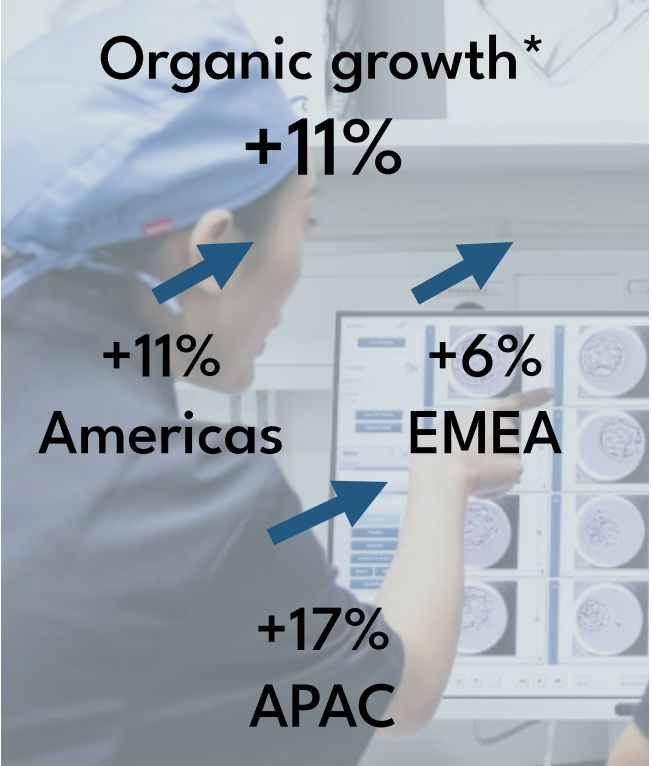
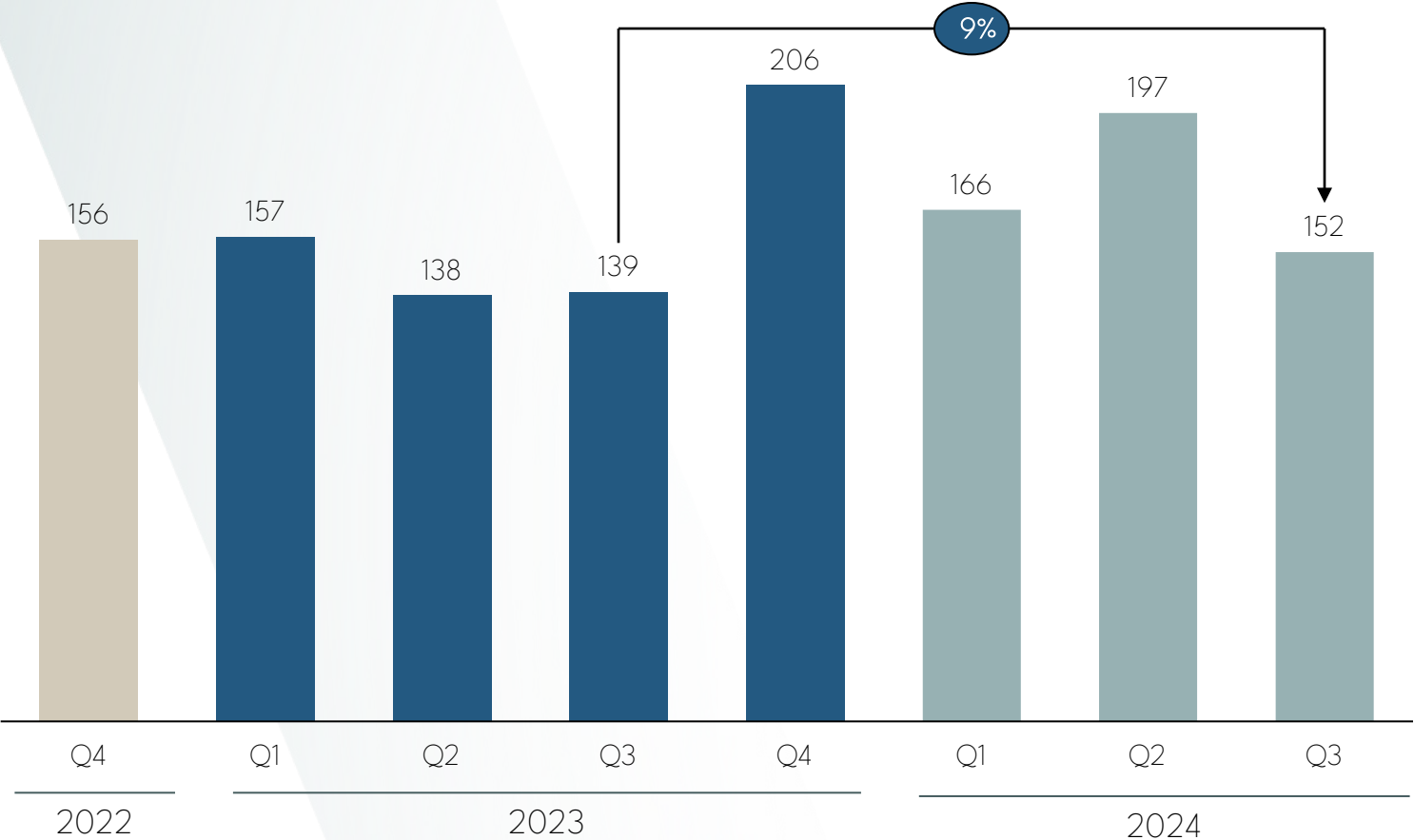


**in local currencies, Q3 2024

Technologies business area

Continued progress in Time-lapse penetration

Net sales, MSEK

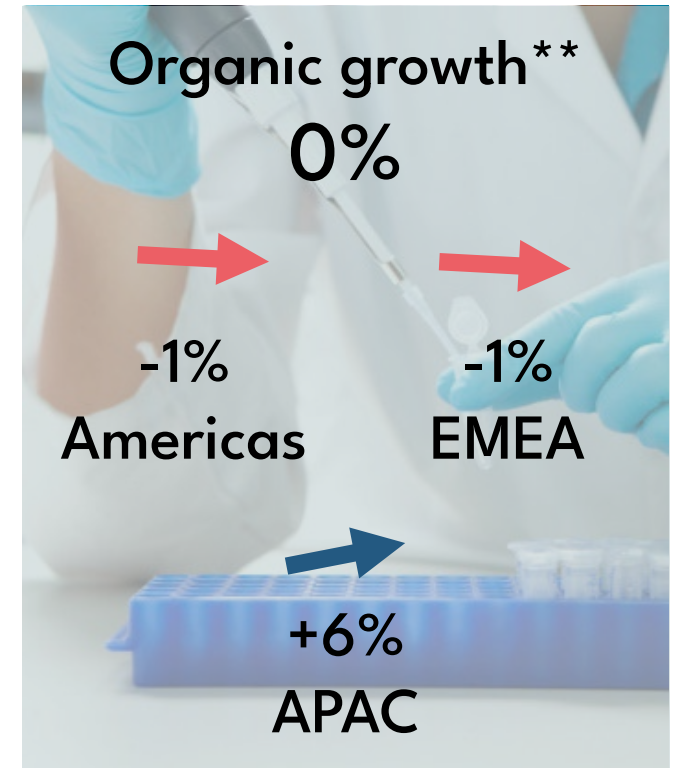
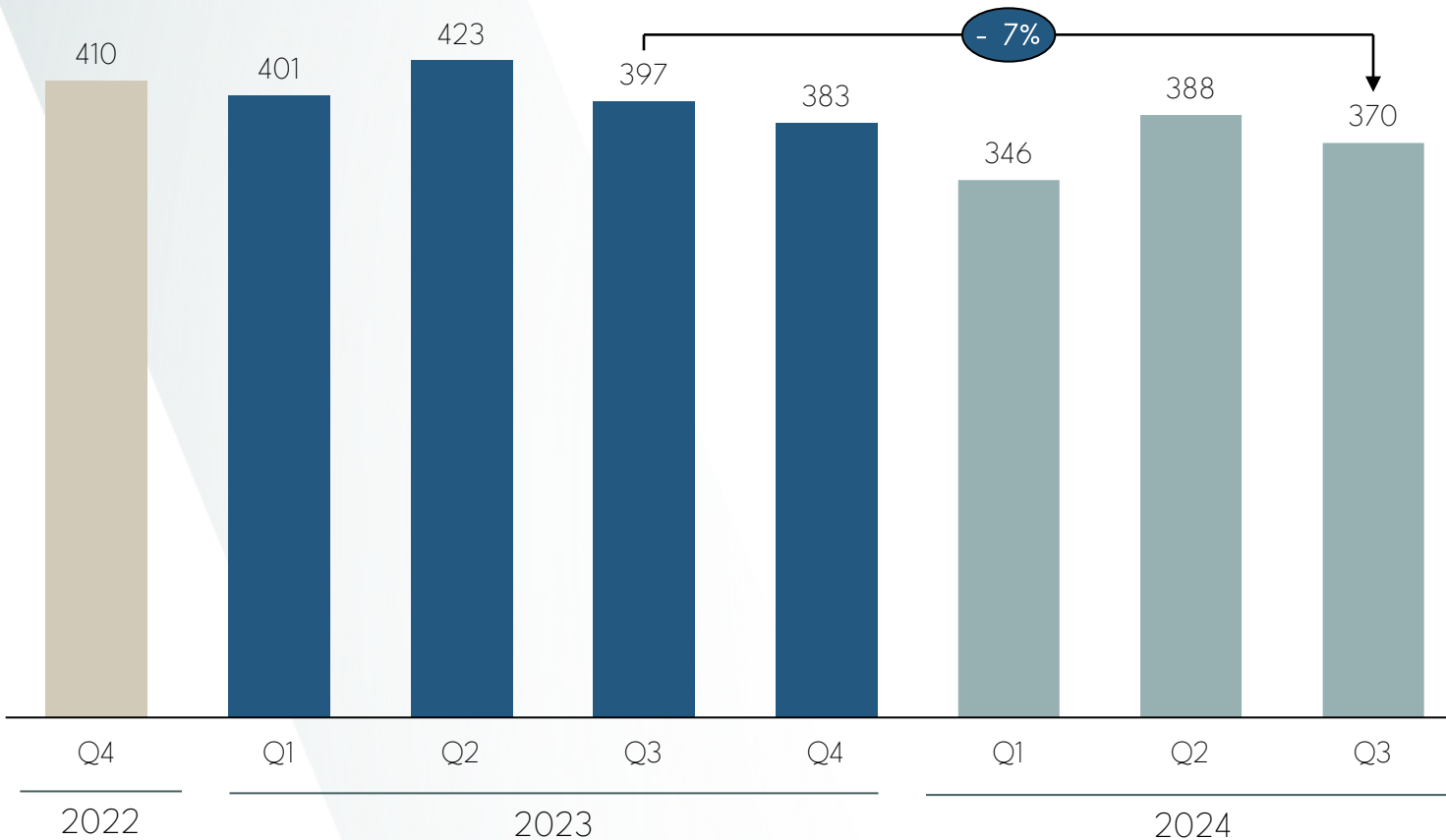


*in local currencies, Q3 2024

Genetics business area

Core genetic services growing 5.5%, genomic kits declined by 26%

Net sales*, MSEK



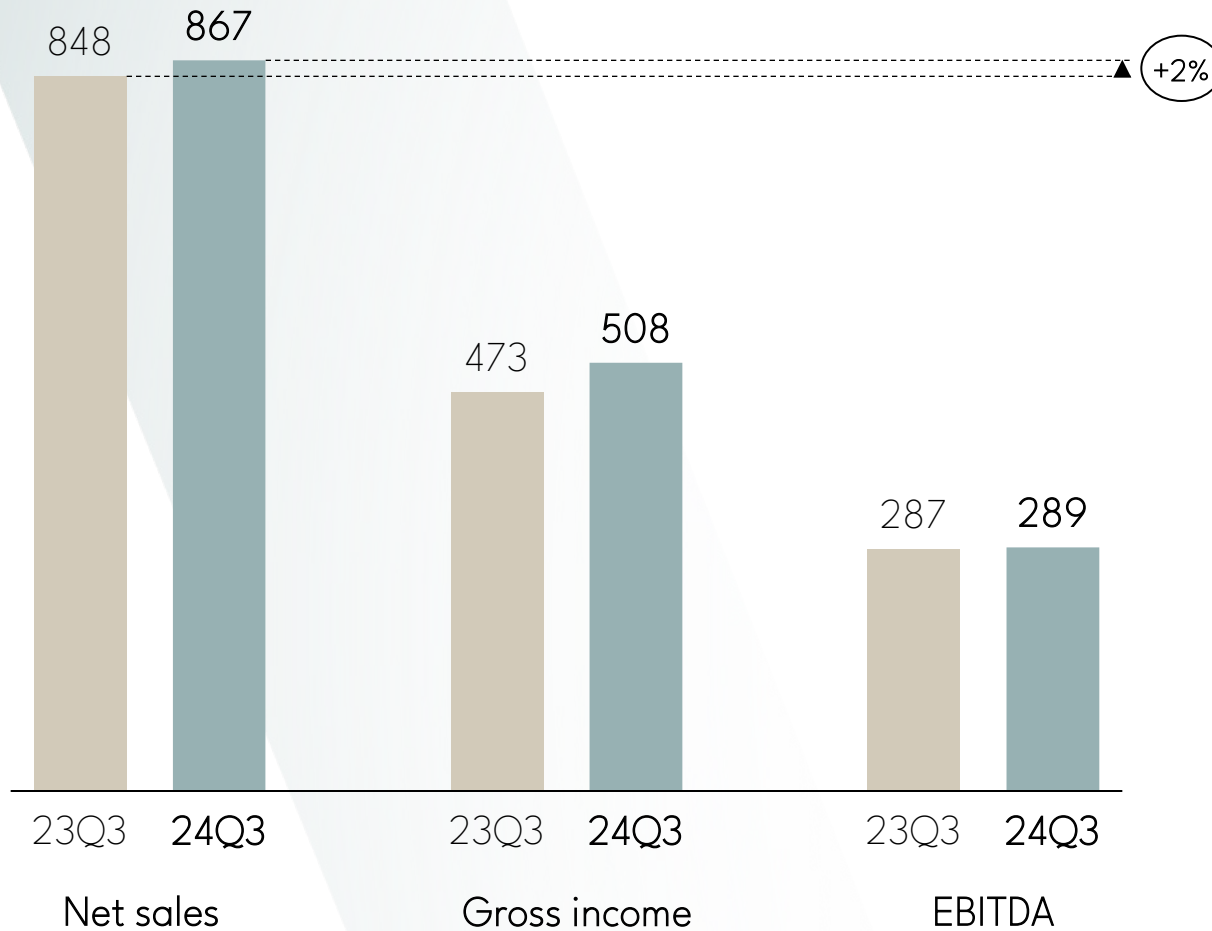
**in local currencies, Q3, 2024

Geographical segments

	Americas	EMEA	APAC	Total
Sales (MSEK)	273	328	266	867
Gross income (MSEK) <i>Gross margin %</i>	144 52.7%	198 60.4%	167 62.8%	508 58.6%
Selling expenses (MSEK)	-69	-73	-48	-190
Market contribution (MSEK) <i>Contribution margin %</i>	75 27.5%	125 38.1%	119 44.7%	319 36.8%
<i>Contribution margin Q3 -23*</i>	28.1%	38.9%	43.3%	36.7%

Q3 financial highlights

MSEK



Net sales of SEK 867 million (848), +2% in SEK

- Organic growth in local currencies +7%
- Currency effect -5% primarily APAC and Americas.

Gross income of SEK 508 million (473)

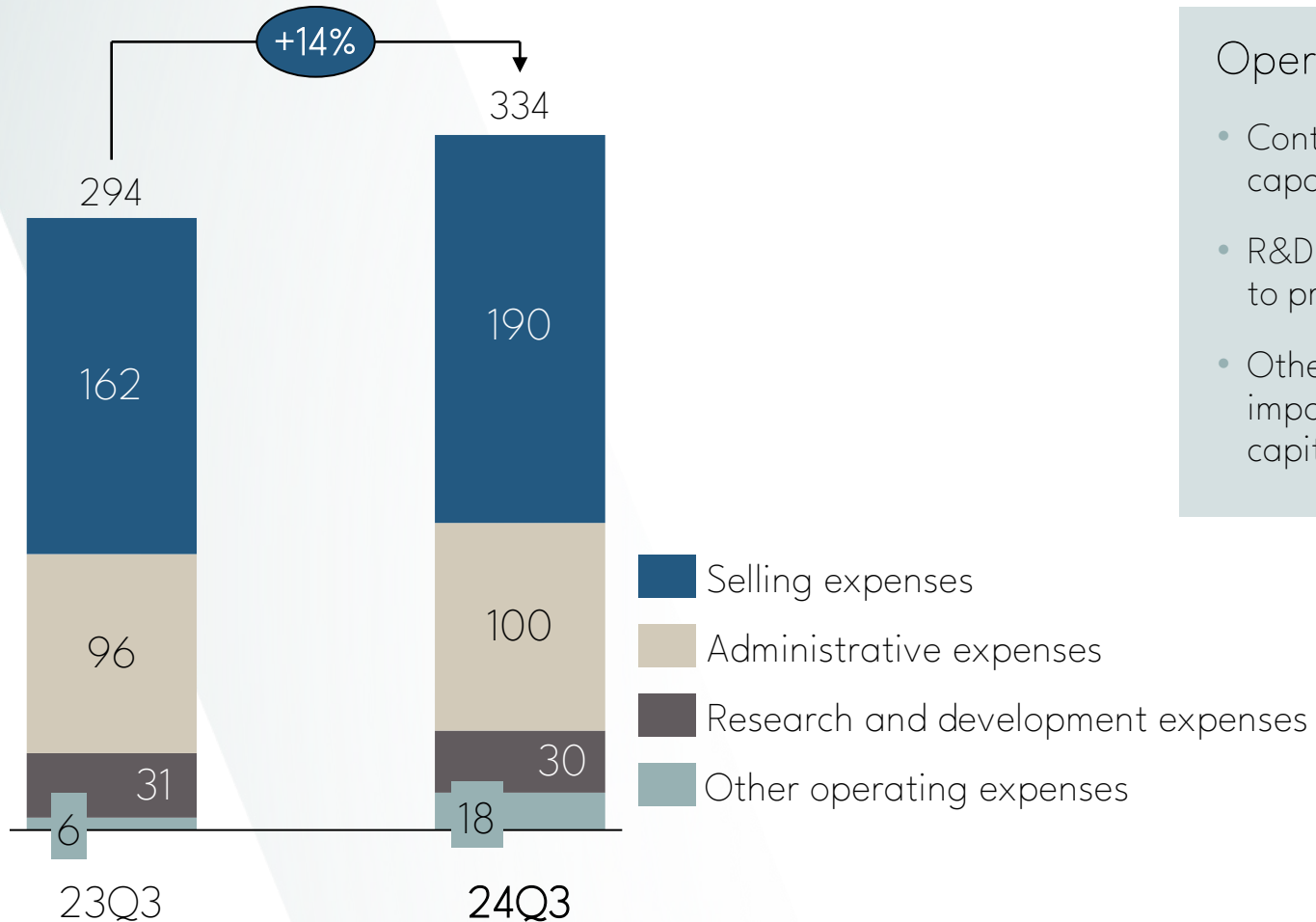
- Margin of 58.6% (55.7%)
- Positive product mix
- Operational excellence improvements

EBITDA of SEK 289 million (287)

- EBITDA Margin of 33.4% (33.9%)

Operating expenses

MSEK



Operating expenses

- Continue to invest in Sales and Marketing capabilities in key markets
- R&D expenses are slightly lower due to project phasing and capitalisation
- Other operating expenses are negatively impacted by currency revaluation of working capital.

Key financials

	2024 Q3	2023 Q3		2024 Jan-Sep	2023 Jan-Sep
Sales, MSEK	867	848		2,650	2,607
Gross Margin, %	58.6	55.7		58.6	56.1
EBITDA	289	287		888	842
EBITDA Margin, %	33.4	33.9		33.5	32.3
Net income	116	122		375	328
Earnings per share, SEK	0.85	0.90		2.76	2.42
Operating cash flow, MSEK	206	214		640	586
Net Debt / EBITDA rolling 12m	0.8	1.1		0.8	1.1

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 (5 years)

Annual organic revenue growth (in local currencies)

>10%

EBITDA margin

>33%

Net debt/ EBITDA

<3

Own the platform connecting products and services

Innovate to expand leadership

Accelerate growth in key markets

Optimise go-to-market model

Drive operational excellence

Ensure sustainability in everything we do

Our values

Integrity

Quality

Innovation

Collaboration

Focus for the rest of the year

Priority

Increase share and penetration in the US & China

Increase market share in Consumables

Accelerate penetration and utilisation of Time-Lapse

Accelerate growth of broader genetics portfolio

Drive operational excellence across the company

Progress

- ✓ Investment in commercial capabilities ongoing
- ✓ Strengthen relationship with clinic chains through strategic account management (SAM)

- ✓ Maintain positive momentum in media
- ✓ Increase market share in disposable devices

- ✓ Continue to leverage workflow & automation benefits
- ✓ Increase utilisation per installed EmbryoScope

- ✓ Increase sales on carrier screening (CGT) and non-invasive tests
- ✓ Drive increased adoption of all tests OUS

- ✓ Leverage synergies across the business areas and streamline processes and systems - ongoing



Q/A

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

Disclaimer

This presentation may contain 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 AB (publ) and its subsidiaries 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.