

Bell Potter Healthcare Conference

November 2023

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Agenda

1. Introduction
2. New and Emerging Demand Drivers
3. Doctor Value Proposition
4. Financial Snapshot

1. Introduction



Vision 2026

The most
admired
reproductive
care provider in
the world

Best in class fertility solutions, diagnostics,
genetics and pathology.

OUR MISSION
We help
bring life
to the
world.

OUR PILLARS



Doctor
Partnerships



Patient
Experience



Scientific
Leadership



International
Expansion



People
Engagement



Digital
Transformation



Brand &
Marketing



Clinical
Infrastructure

OUR OUTCOMES



Engagement
Patients, Doctors, People,
Regulators



Local & International
Market Share



Market Leading
Success Rates



Value Creation

OUR PRINCIPLES

Care

Commitment

Communicate

Collaborate

Create

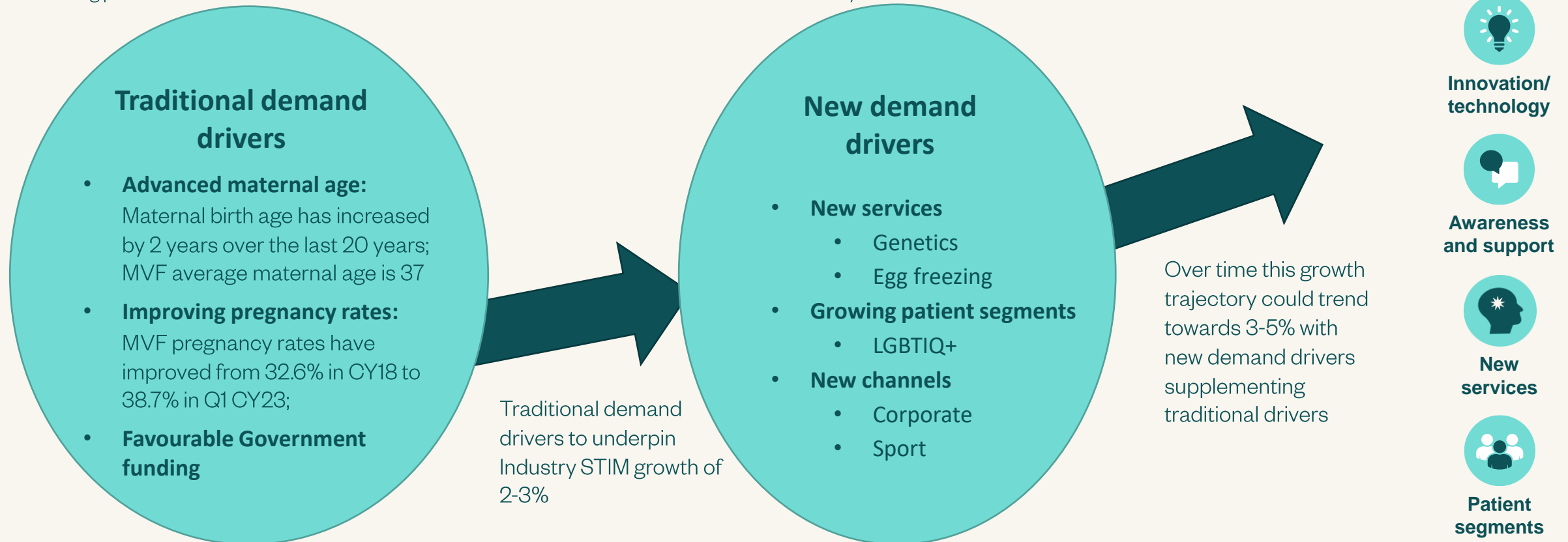
2. New and Emerging Demand Drivers



Strong market growth outlook despite challenging macro environment

Whilst the attractive industry fundamentals continue to support growth, additional demand drivers like growing patient segments and new services will further supplement market growth going forward

- Strong 2H23 Australian stimulated cycle industry growth⁽¹⁾ of 5.3% has continued into FY24, with the industry growing by 10.1% in 1QFY24
- New patient registrations growth of 23% in 2H23 (12% excluding acquisitions) indicating sustainability of strong activity going into FY24 despite cost-of-living pressures and reduced consumer confidence. This continues to reaffirm the non-discretionary nature of IVF services



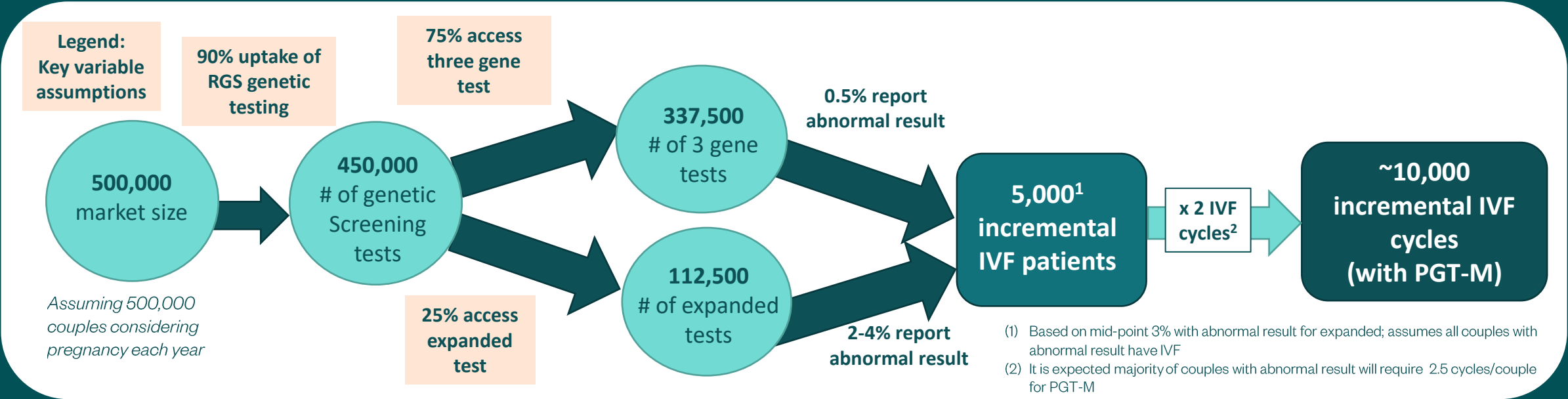
(1) Stimulated cycles are MBS items 13200/1

Growth in genetic testing is expected to drive growth in IVF

Growth in carrier screening following the introduction of Medicare rebate (in November 2023) is expected to drive incremental IVF industry growth

- Following introduction of carrier screening, almost all couples considering pregnancy are expected to have three gene RGS testing;
- Many couples are expected to upgrade to expanded RGS testing assessing more than 700 genetic disorders;
- 0.5% of couples are expected to return an abnormal result from three gene RGS testing;
- 2-4% of couples are expected to return an abnormal result from expanded RGS testing;
- Couples returning abnormal results should be referred to IVF (with PGT-M to genetically test embryos) to avoid having children with a genetic disease;
- IVF with PGT-M has high patient acceptability and is also supported by further Medicare funding

Illustrative example of how increased uptake of genetic carrier screening leads to additional IVF volumes



Monash IVF is well placed to capitalise on growth in genetics

Monash IVF's existing genetics expertise, combined with our integrated offering across ultrasound, genetics and IVF, will drive market share in carrier screening and onward referrals to IVF

Monash IVF has been providing carrier screening for over 2 years

- In November 2021, Monash IVF started the first at-home carrier screening project embedded in a major IVF unit – MIVF revenue from carrier screening increased by 46% in FY23
- In November 2023, we launched a Medicare eligible three gene carrier screening test
- Our network of genetic counsellors have developed best in class pathways for patients wishing to access our IVF and ultrasound services to reduce their chance of having a child with a genetic condition.



Monash IVF is uniquely placed to capitalise on growth

- Leading genetic pathologist – Dr. Tristan Hardy
- Access to large potential patient pool
- Strong genetic counsellor network
- Only IVF provider in Australia to also offer tertiary womens ultrasound
- Established referral pathway and patient flow (at home carrier screening test has been offered for over two years)
- Integrated offering will minimise friction for patient with easy transition from carrier screening to IVF (with PGT-M and prenatal care)



Growing patient segment: LGBTIQA+

Greater willingness by people to identify themselves as LGBTIQA+ and greater acceptance in the community is driving an increase in the LGBTIQA+ patient segment



"We understand how daunting it can be for same-sex couples thinking about trying to conceive. We also know this: it's an incredibly exciting time to identify as a LGBTIQA+ person and start thinking about having a baby. We're proud to support brave families every day in accessing the powerful reproductive options made available by modern science"

- LGBTIQA+ community in Australia is growing with this trend expected to continue
- Estimated around 11%¹ of the Australian population identifies as LGBTIQA+
- The number of same sex couples living together in Australia has increased by 68% over the 5 years to 2021²
- The number of same-sex couples with children increased significantly over the last five years
 - Male same-sex couples with children grew by 161%²
 - Female same-sex couples with children increased by 84% since 2016².
- Generational change will continue to drive growth in LGBTIQA+ community
- LGBTIQA+ couples cannot conceive naturally and rely on some sort of fertility intervention including donor eggs or sperm, IUI, IVF and surrogacy

1. Statista, June 2023
2. 2021 Australian Census

A photograph of two young women with blonde hair, smiling and hugging each other. They are wearing white t-shirts. The woman on the left has a tattoo on her arm.

LGBTQ+ Fertility Retreat
Featuring Moana Hope & Isabella Carlstrom
Sunday 27 February
12:00PM - 6:00PM (AEST)
Monash IVF

A photograph of four white eggs on a yellow background. One egg is cracked open, showing a yellow yolk.

Donor Treatment Options VIC Webinar
Tuesday 31 August
6:00 - 8:30 PM (AEST)
Monash IVF

3. Doctor Value Proposition



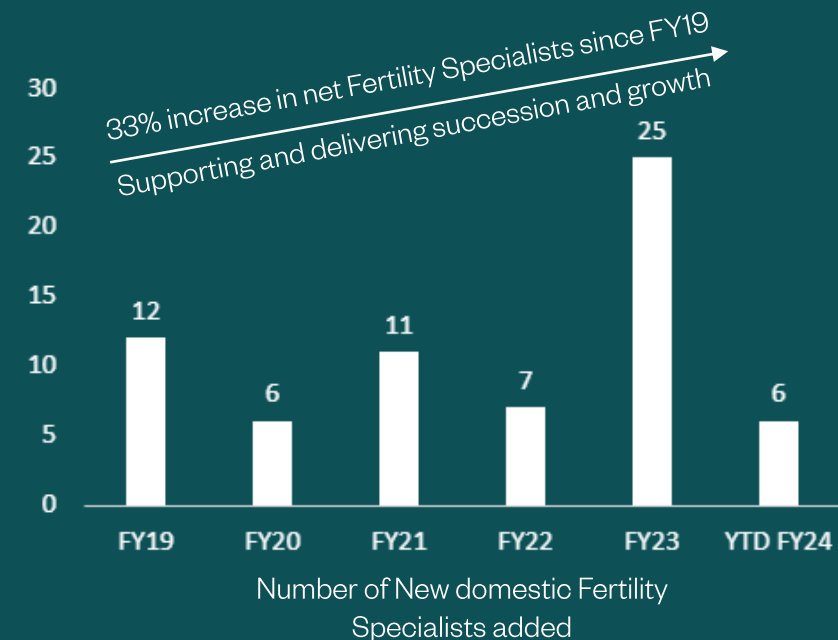
What attracts Doctors to Monash IVF?

Monash IVF Group places great importance on partnering with its doctors to deliver market leading success rates and a best-in-class patient experience. Monash IVF continuously invests in its Doctor Value Proposition to remain a destination of choice for Fertility Specialists

- Market leading scientific capabilities and success rates
- Diverse opportunities to collaborate with and learn from other leading doctors
- Doctors have a voice and are listened to
- Extensive business development and practice management support
- Patient experience designed to minimise friction for patients and doctors
- Support and funding for research opportunities
- Invests in doctors across all stages of the doctor life cycle from trainees to retirees
- Adaptive and flexible to meet the varying needs of clinicians across their career

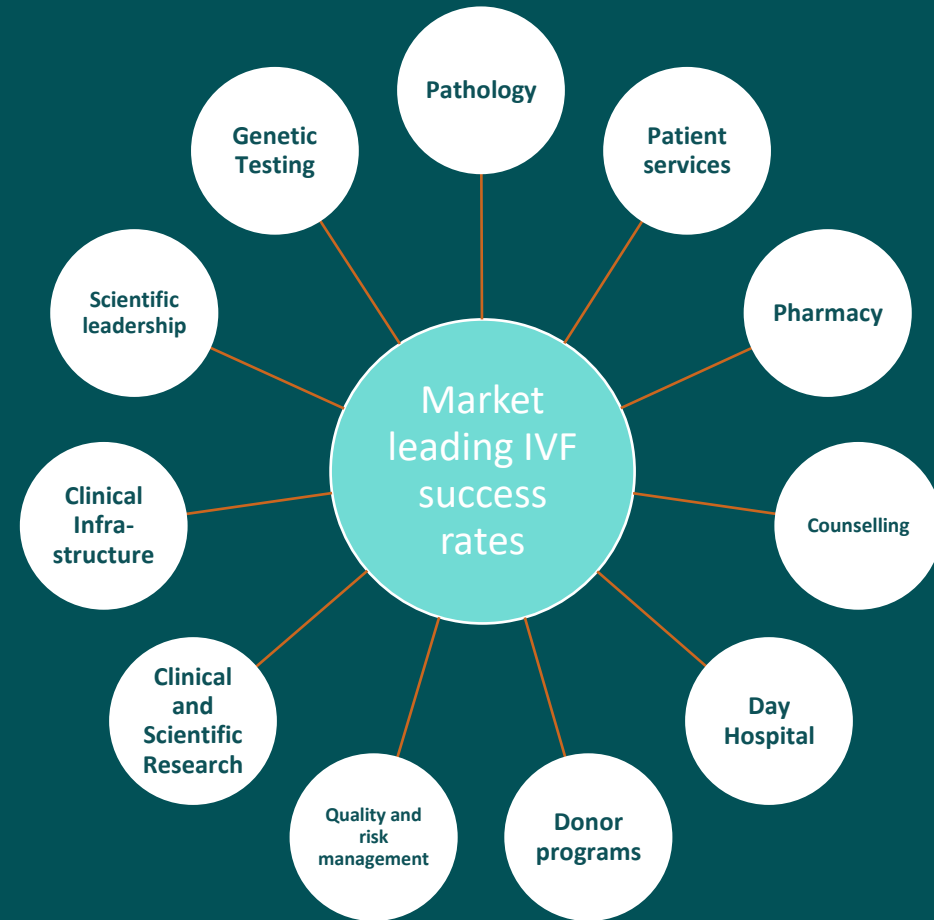
Doctor engagement at record levels, well above industry benchmarks

25 new fertility specialists joined in FY23



Provides market leading **clinical and scientific support** to doctors so they can deliver the very best pregnancy outcomes for their patients

Provides **collaboration, professional development and research** opportunities so doctors are constantly expanding their knowledge base and growing their mindset



- Monash IVF Group has invested in robust frameworks, people and processes to ensure best practice scientific and clinical policies are delivered across the Group
- Our scientific, clinical and laboratory protocols are continually reviewed via internal benchmarking, harnessing best practice, and rolling out new technologies across Monash IVF Group

Monash IVF Group offers a range of **corporate services** to help doctors grow their IVF practices through business development, marketing initiatives and practice support



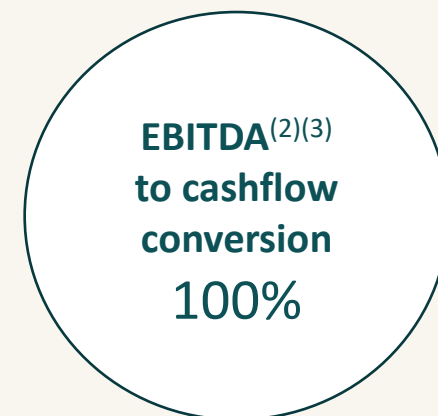
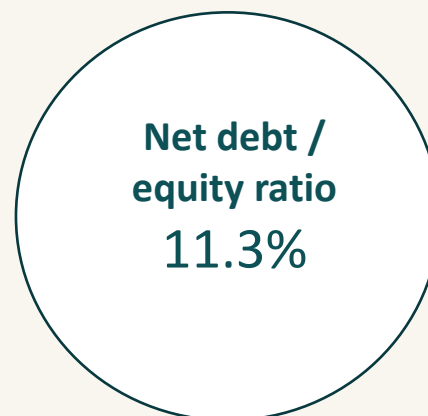
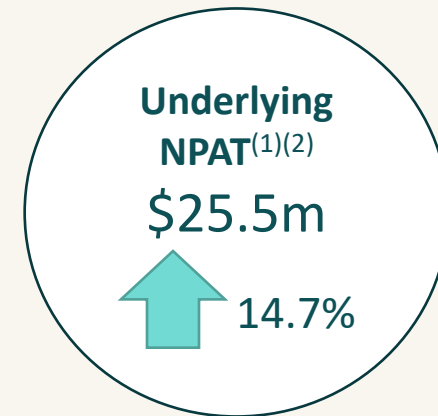
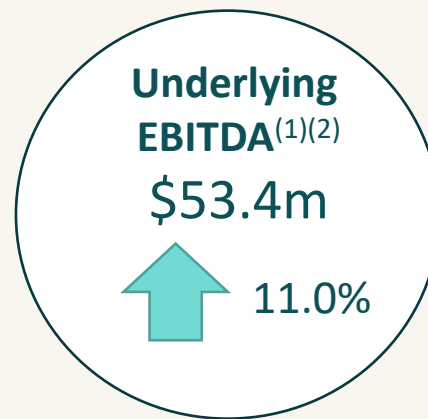
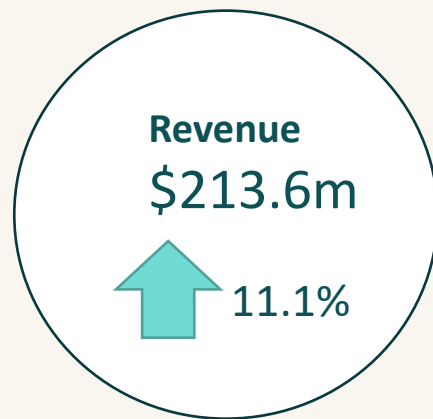
Key corporate services include:

- Quality and risk compliance, financial management, workplace safety and well-being, work force planning, capability development and reputation management.

4. Financial Snapshot



FY23 Financial snapshot



- (1) Underlying is adjusted for certain non-regular items including new premise commissioning costs and AASB3 Business Combination adjustments
- (2) Non-IFRS measure
- (3) Pre-tax conversion of EBITDA to operating cash flows

