



PRESS RELEASE

Alpha IVF Group set to outperform FYE 2023

- Posts 9M24 revenue of RM120.8 million and PATMI of RM38.9 million, already at 88% and 93% respectively of those of full year previously
- Actively expanding domestically and regionally with new specialist centres

KUALA LUMPUR, Malaysia, 16 April 2024 - Leading fertility care specialist, Alpha IVF Group Berhad (“Alpha IVF Group”, “the Group”, “阿儿法国际辅助生殖集团”, Bloomberg: ALPHA MK, Bursa Ticker: 0303), posted a net profit attributable to shareholders (PATMI) of RM38.9 million on group revenue of RM120.8 million for the nine months ended 29 February 2024 (9M24).

There is no comparison to the corresponding period of the previous year, because Alpha IVF Group was listed on the ACE market of Bursa Malaysia Securities Berhad on 22 March 2024, after the closing of 9M24.

In the previous financial year ended 31 May 2023 (FYE 2023), the Group recorded RM137.5 million revenue and RM53.2 million PATMI. The PATMI in FYE 2023 included a fair value gain of RM11.3 million, without which the Group’s core PATMI would have been RM41.9 million.

The 9M24 financial performance saw the group revenue and PATMI already achieving 87.9% and 92.8% of those of FYE 2023 respectively. The percentages are a pointer to an outperformance year in FYE 2024, as demand for In-vitro Fertilisation (IVF) treatments continues to rise, driven by the rising number of overseas patients seeking treatment in Malaysia, along with expanding domestic demand.

“We are pleased to report a strong third quarter, buoyed by rising demand for our IVF treatment services. The growing acceptance of fertility solutions, together with our commitment to providing high-quality care, have allowed us to expand our patient base and generate sustainable growth.

Furthermore, we are seeing an increase in demand from overseas patients returning to Malaysia, driven by resurgence of medical tourism and reopening of borders. This upsurge reflects patients’ confidence in our services and the reputation of Malaysia as a hub for reproductive treatments.

Looking ahead, we are optimistic about our prospects and ability to sustain growth, especially with the upward trajectory of patients choosing Malaysia for reproductive treatments. To this end, we will leverage on our expertise, cutting-edge technology, and in-house system of systems to meet the evolving needs of patients seeking reproductive treatment and continue our aspirations of empowering individuals and couples on their path to parenthood.”

Dato’ Dr Colin Lee Soon Soo (拿督 李顺树医生)
Group Managing Director, Alpha IVF Group



In 9M24, Malaysia's operations made up 80.7% or RM97.5 million of overall group revenue, with the rest coming from Singapore's operation. Of the revenue from Malaysian operations, 58.2% were attributed to foreign patients from Indonesia, China and Singapore, versus only 50.9% in the full year of FYE 2023.

For the third quarter ended 29 February 2024 (3Q24), group revenue stood at RM40.7 million, with a PATMI of RM13.6 million. As this is the Group's first financial report on consolidated results after the listing on the ACE market, there is no comparison to the corresponding period of the previous year.

Further, the flotation exercise on the ACE Market resulted in listing expenses of RM0.5 million and RM1.0 million for 3Q24 and 9M24 respectively.

Going forward, Alpha IVF Group remains committed to its growth strategy, focusing on both domestic and international expansion.

Domestically, the Group is progressing with its fourth upcoming specialist centre, Alhaya Fertility Centre-KL (Alhaya-KL). The new centre is aimed at attracting more Muslim patients locally and internationally, as Alhaya-KL will be positioned as a Muslim-friendly centre. The centre, upon receiving approval from Ministry Of Health, has just commenced operations on 8 April 2024.

Aside from that, the Group is actively working on setting up a specialist centre in Bali as part of its broader regional expansion strategy. Last year, Alpha IVF Group entered into an agreement with PT Hotel Indonesia Natour (HIN) to reserve the leasing of a plot of land with a total land area of approximately 6,000 sq.m in the Health and Tourism Special Economic Zone in Bali, Indonesia. Both parties have commenced negotiations on the terms and conditions of the definitive agreement.

The specialist centre in Bali will be another overseas centre for Alpha IVF Group following the successful setting up of the Singapore centre in November 2019.

About Alpha IVF Group Berhad ("Alpha IVF Group")

Alpha IVF Group is one of the largest fertility care specialists, currently operating in Malaysia and Singapore. The group primarily focuses on Assisted Reproductive Services (ARS), with a strong emphasis on In-vitro Fertilisation (IVF). Presently, the group operates three specialist centres in Malaysia - Alpha International Women's Specialists Sdn Bhd ("Alpha KL"), Alhaya International Women's Specialists Sdn Bhd ("Alhaya") in Kuala Lumpur and Genesis Specialists Sdn Bhd ("Genesis") in Penang - and one in Singapore known as Alpha International Women's Specialists (Singapore) Pte Ltd ("Alpha Singapore").

In addition to IVF, Alpha IVF Group provides various assisted reproductive procedures, including intracytoplasmic sperm injection, intrauterine insemination, diagnostics, testing, screening procedures, and cryopreservation of eggs, sperms, and embryos.

Since its inception in 2011, Alpha IVF Group has earned a strong reputation, with its brand synonymous with exceptional success rates in IVF. The high pregnancy rates are attributed to the Group's robust foundation, known as the "system of systems," and its five strategic pillars: leading



medical specialists, highly skilled embryologists, continuous research and development, innovative techniques, and cutting-edge laboratory equipment.

Alpha IVF Group's operations have provided IVF services to international patients from Indonesia, China, Singapore, Australia, and other countries. The Group has also pioneered numerous innovations leading to improved pregnancy rates and is actively involved in utilising Artificial Intelligence technology to enhance embryo selection for higher IVF success rates.

Alpha IVF Group was recognized at the Healthcare Asia Awards 2024, with Alpha International Women's Specialists Sdn Bhd winning Fertility Hospital of the Year - Malaysia and Alpha IVF Group Berhad securing Technology Innovation of the Year - Malaysia, demonstrating the Group's commitment to research and development and innovative use of advanced technologies.

**Issued for and on behalf of ALPHA IVF GROUP BERHAD by Aquilas Advisory (Malaysia) Sdn Bhd.
For media enquiries, please contact:**

Ms. Azja Delana

azja@aquilas.com.my

T: 03-2711 1391 / 019-5886 088